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# Melcome Messages

OCTOBER 21 - 27, 2018, NORTHERN CALIFORNIA

The AMERICAS COMPETITIVENESS EXCHANGE on Innovation and Entrepreneurship

The Birthplace of Innovation















We are very pleased to welcome you to the Tenth Americas Competitiveness Exchange on Innovation and Entrepreneurship (ACE), on behalf of the Organization of American States (OAS)-Technical Secretariat of the Inter American Competitiveness Network (RIAC), the U.S. Department of Commerce (International Trade Administration-ITA and Economic Development Administration-EDA), the U.S. Department of State (Permanent Mission of the United States to the OAS), the Government of Argentina as the 2017-2019 Chair Pro Tempore of RIAC, and the State of California.

The ACE is designed to share good practices, connect talent and networks, and generate multiple opportunities to explore and expand the links between the economies of the Americas and beyond. It plays a critical role in strengthening regional and global ties by building on ideas and models that work to create jobs.

In the Trip Book you will find information about the 10th ACE, including host communities, key sites and opportunities for collaboration, bios of all participants, principal speakers and the organizers of the program. We encourage you to use the Trip Book to plan in advance who you are most interested in connecting with to promote collaboration and partnerships. Do not hesitate to reach out to the organizers or fellow ACE participants to facilitate introductions and connections. The Trip Book is a great tool that will help you enhance your experience at the 10th ACE!

We are convinced that when the right partners increase their level of interaction the opportunities for job creation, increased investment, and improved prosperity are optimized. We hope you will embrace this experience to establish new partnerships and build up your network as we work together towards fostering an inclusive and sustainable economic development.



## HOUSE OF REPRESENTATIVES WASHINGTON, D. C. 20515

# Dear Friends,

It is my pleasure to welcome you to the 10th Americas Competitiveness Exchange; I know many of you have traveled very far.

As ground zero for innovation and entrepreneurship, Northern California is a perfect location to host such a forum. Sacramento, Capital of the 5th largest economy in the world and the District I represent in Congress, is a region and city on the move and looking outward towards global partnerships. This exchange is an important forum to bring together economic and political decision makers from across the Americas and beyond to establish long-term global partnerships, accelerate collaboration, and build links and business opportunities. I believe this forum will benefit our region by showcasing entrepreneurship, innovation, strategic investment and publicprivate partnerships.

Sacramento's position as the State Capital plays a crucial role in our region's innovation and entrepreneurial ecosystems and it is our pleasure to share what we have learned through experience with ACE participants. As one of the more forward thinking policy states in the nation, California routinely pushes the envelope and encourages innovative solutions. We look forward to the opportunity to develop partnerships and explore the opportunities that will benefit all of us.

Sincerely,

**DORIS O. MATSUI** 

Member of Congress

Don's O. Matsu

### AMI BERA, M.D. 7<sup>TH</sup> DISTRICT, CALIFORNIA

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# Dear Friends,

I am proud to welcome you to the Sacramento Capital Region and hope you have enjoyed your time during the 10th Americas Competitiveness Exchange.

The Sacramento Region is on the rise. We are distinctly situated at the heart of Northern California and serve as the connection to popular San Francisco Bay Area, the bountiful Central Valley farmlands, and the outdoor recreation of our National Parks and Forests.

As the capital of the world's fifth largest economy, Sacramento is the epicenter of action and energy, and is the front office of policy, entrepreneurism, and culture. We are home to major leaders in the agricultural, manufacturing, biotechnology, clean energy, aerospace fields, and much more. We have a renowned higher education core in the University of California, Davis, California State University, Sacramento, and excellent community college network. Additionally, the Sacramento region is quickly becoming the home to innovative urban centers, a vibrant arts scene, and environmentally-focused ingenuity.

Again, welcome and enjoy all that the Sacramento Capital Region has to offer!

Be well.

Ami Bera, M.D.

Member of Congress



### GOVERNOR'S OFFICE OF BUSINESS AND ECONOMIC DEVELOPMENT

STATE OF CALIFORNIA • OFFICE OF GOVERNOR EDMUND G. BROWN JR.

# **Dear ACE 10 Participants:**

Welcome to California – the birthplace of innovation – for the 10th Americas Competitiveness Exchange (ACE 10) program. It is this spirit of innovation throughout our state that has helped establish California as a global technology leader, and provided us with a platform for international collaboration.

Throughout the ACE 10 program, you will have an opportunity to visit sites showcasing some of the assets of California's innovation and entrepreneurship ecosystem. By embracing new connections and working together, we can collectively and more effectively address some of the most significant global challenges.

I wish you a successful ACE 10 program.

Sincerely,

Panorea Avdis

Director

# The ACE 10 Agenda



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# **ACE 10: Northern California** October 21st-27th, 2018

The ACE 10 program will showcase Northern California's unique entrepreneurial and innovation assets. Cutting-edge research, collaboration, diversity, inclusion and wide-ranging partnerships are the hallmarks of our culture of invention and global leadership. ACE 10 will focus on the intersection of these assets across four global areas of concern and opportunity: improving health, feeding the world, maximizing resources, and fostering resiliency.

The program begins in San Francisco and travels to the Silicon Valley and Monterey Bay Area, crossing from the coast to California's Great Central Valley, with stops in Fresno and other locations of interest, and concludes in Davis and Sacramento, the capital of the 5th largest economy in the world. Participants will experience the dynamism, creativity and beautiful cultural, community and natural resources of the Golden State. The program will feature unique attributes of both urban and rural areas and will include a range of activities and anchor host sites, including higher education, incubators, accelerators, maker spaces, research centers, sustainable manufacturing facilities, and field demonstrations.

Northern California's leading innovation clusters will be featured: information technology; food and agriculture, including water, energy, and other clean technologies; life and environmental sciences including marine technologies; and manufacturing.



# Saturday, October 20, 2018 San Francisco



Arrive at San Francisco Hotel, Le Meridien, check-in 333 Battery Street, San Francisco, CA 94111

2:00 PM	Tour San Francisco on your own! Enjoy the City by the Bay!
6:00 PM	Dinner on your own but meet your new friends in the hotel lobby!
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# Sunday, October 21, 2018: San Francisco

Notes of the Day	Dress of the day is business casual. Please wear comfortable walking shoes as we will be walking to the reception.			
8:30 AM	Morning walking tour (optional) - Bay Trail Walk along Embarcadero Tour leader – Maureen Gaffney, The San Francisco Bay Trail Meet in the Le Meridien Hotel Lobby. Participants will return on the famous San Francisco Cable Car line.			
11:00 AM	ACE 10 Registration Begins Registration table open at the hotel from 11:00 AM – 12:30 PM Le Meridien Hotel, Second Floor Foyer			
12:00 PM	Lunch on your own			
1:00 PM	Meet in Lobby - Depart "California Business Casual" Hotel, walk to The Vault and welcome program Recommended walking route			
1:15 PM	Arrive at The Vault 415 Jackson St, San Francisco, CA 94111  The Vault is a full-stack innovation ecosystem and a global networ of start-up accelerators and collaborative workspaces thevault.co/ Light refreshments provided			

1:30 PM	Welcome, Program Overview, Introductions: Thank you ACE 9, Welcome to ACE 10, Introduction of Participants (interactive activity)  Dr. Barrett Haga, Senior Administrator, Economic Development Administration  Cesar Parga, Chief of Innovation, Organization of American States			
2:45 PM	The Week Ahead ACE 10 Program Highlights - Glenda Humiston, Vice President, Agriculture, and Natural Resources, University of California			
3:00 PM	Tour of the Vault Paul Kallmes, Head of Vault Angel Accelerator, The Vault			
3:15 PM	ACE 10 Kick-off- What makes this region so strong?  • Northern California Megaregion Overview – Egon Terplan, SPUR  • CEDS Development - Malinda Matson, EDR Northern California, US EDA  • Regional Innovation Strategies (RIS) program/ Verde Innovation Network  (VINE) - Gabe Youtsey, Chief Innovation Officer, UCANR  • Manufacturing community consortium (Central Valley AgPlus) - Trish Kelly,  Managing Director, Valley Vision  • Taking your idea international: federal support for entering foreign markets –  Doug Wallace, Director, U.S. Commercial Service, San Francisco office			
4:10 PM	Lightning Talk on building a world-class innovation ecosystem, opportunities for partnerships and business development - Paul Kallmes, The Vault			
4:30 PM	Depart The Vault for Reception- Enjoy a nice walk through the famous San Francisco landmarks including the Ferry Building on your way to the Commonwealth Club.			

5:00 PM	Arrive at The Commonwealth Club 110 The Embarcadero, San Francisco, CA 94105		
5:05 PM	This reception is sponsored by Metropolitan Transportation Commission, Global: SF, and East Bay Economic Development Alliance, featuring Wente Vineyards, Livermore Valley Winegrowers Association, and Numi Tea.		
	ACE 10 Welcome, Networking Reception		
	Welcome remarks		
	John Andersen, U.S. Deputy Assistant Secretary for the Wester Hemisphere, U.S. Department of Commerce		
	Dr. Glenda Humiston, Vice President UC ANR		
	Dr. Maryse Robert, Director of Economic Development, Organization of American States		
	Dr. Gemi José González López, Consul General Consulate of Mexico in San Francisco		
7:00 PM	Depart for Hotel (Walk)		
7:30 PM	Arrive at Le Meridien Hotel		

# Monday, October 22, 2018 San Francisco/Silicon Valley



9:00 AM	Interactive over of Biotech in San Francisco's Mission Bay
	<u>UCSF</u> – The University of California's hub for innovation and entrepreneurship in the life science - www.ucsf.edu
	UCSF QB3 - The University of California's hub for innovation and entrepreneurship in the life sciences - https://qb3.org/
	UC Berkeley Skydeck - Accelerator for promising startups in any vertical who are affiliated with UC Berkeley or any UC location
	Nextbiotics - A biotech startup
9:40 AM	Life science research, commercialization, PPPs in the region.
10:00 AM	Walking Tours of UCSF Mission Bay Campus and QB3 Incubator to showcase life sciences research and commercialization, and the development of the Mission Bay Public Private Partnership ecosystem (Two Groups).
10:30 AM	Load Bus
10:45 AM	Depart for Silicon Valley
11:45 AM	<b>Arrive</b> at Cisco's Customer Experience Center Cisco Building 10, 300 E Tasman Dr, San Jose, CA 95134
11:50 AM	Interactive Technology Welcome Tour
12:00 PM	Presentation on Cisco's Digitization Strategy Joel Barbier, Chief of Staff Customer Experience, Cisco

12:15 PM	Lunch & Interactive Discussion about Silicon Valley Innovation & Entrepreneurship Cynthia Carrillo, Greater Sacramento Economic Council (moderator) Joel Barbier, Chief of Staff Customer Experience – Cisco Nitin Pachisia, Founding Partner – Unshackled Ventures Ravi Belani, Managing Partner – Alchemist Accelerator Sylvia Flores, CEO – Manos Accelerator Janice Zdankus, Vice President – Hewlett Packard Enterprise Tanis Crosby, CEO, YWCA Silicon Valley  Over lunch, the panel will conduct an interactive discussion showcasing the world-class innovation ecosystem of Silicon Valley, with global leading high growth startup accelerators, incubators, funders, and youth development programs and ventures. The panel and discussion with participants will focus on the elements that make Silicon Valley successful, and how international partnerships can further enhance American competitiveness.
1:15 PM	Final Networking
1:35 PM	Depart for NASA Ames Research Center Please get all Passports ready for inspection. Security will board the bus and inspect all passports prior to arriving into the NASA complex.
2:00 PM	Arrive at NASA Ames Research Center Building 3, 500 Severyns Rd, Moffett Field, CA 94035  You will need to present your passport again at this complex. All USG will full CAC IDs.
2:15 PM	Welcome: Carol Carroll, Deputy Director, NASA Ames Center



Public-Private Partnerships, Young Innovators, and a Global Entrepreneurship Ecosystem

**Moderated by Gabe Youtsey** 

### Kevnote:

John Cabeca, Silicon Valley U.S. Patent and Trademark Office

### Lightning Talks

Meighan Haider,

NASA (Research Park and Mission)

Mike Safvan,

Made in Space (Manufacturing in Space)

Dr. John Freeman,

Intrinsyx (Earth Science Public-Private Partnership)

Dr. David Bubenheim,

NASA (Agriculture and Mission to Mars)

Terry Pagaduan,

NASA (International Partnerships)

Krisstina Wilmoth,

NASA (International Internships)

### Case Study: Curated Pathways to Innovation

Janice Zdankus,

Vice President, Hewlett Packard Enterprise (TechImpact

2030: technology for change)

Tanis Crosby.

CEO YWCA Silicon Valley

Each speaker will provide a 3-minute elevator pitch followed by a question and answer period. The session will focus on specific examples of public/private partnerships to commercialize technology, intellectual property protections critical to entrepreneurship in the U.S., and regional cooperation to promote innovation & entrepreneurship.



### **Security Briefing on NASA**

Ames Research Complex.

Group will be broken in half. Restrooms will be limited on the tours. The Research Center is not open to the public.

3:20 PM	Load the bus for the tour At this point, all NASA badges must be showing on you. You will need your passports again as you will be entering the "sensitive" side of NASA- Ames. Cars will follow the bus.			
3:30 PM	Tour of NASA Ames Research Center: Tour Future Flight Central, a sophisticated simulator helping NASA identify and solve difficult airport and air traffic control issues in our nation's airspace. Also tour of the NASA Advanced Supercomputing Facility where Ames provides world-class supercomputing resources and services customized to meet NASA's unique needs for Earth and space science, space exploration, and aeronautics.			
4:30 PM	Depart NASA Ames for Santa Cruz			
6:10 PM	Arrive at Seymour Marine Discovery Center, La Feliz Room & Exhibit Hall 100 McAllister Way, Santa Cruz, CA 95060			
6:20 PM	Group Photo			
6:30 PM	Welcome: The Honorable, Martine Watkins, Vice Mayor of Santa Cruz Dr. George Blumenthal, Chancellor, University of California, Santa Cruz			

6:40 PM	Community-University Partnerships in Technology & Innovation The Growth of the Technology Entrepreneurship Ecosystem in Santa Cruz  Mohamed Abousalem, Assistant Vice Chancellor for Industry Alliances & Technology Commercialization, UC Santa Cruz Bonnie Lipscomb, City of Santa Cruz, Economic Development Lou Pambianco, President, Startup Sandbox - Santa Cruz Biotech Incubator
7:00 PM	The Organic Farming Revolution Stacy Philpott CASFS/UC Santa Cruz - Organic Farming: Creating a Community of organic farming
7:15 PM	Strolling Reception & Networking with Community Leadership & Entrepreneurs Heavy Appetizers "Organic Farm to Table" style and feature Local Wines and Beers
8:30 PM	Depart Santa Cruz for Monterey
9:45 PM	Arrive in Monterey and Hotel Check-in at Hyatt Regency One Old Golf Course Rd, Monterey, CA 93940, USA

# Tuesday, October 23, 2018 **Monterey Bay Area**

1			
Notes of the Day	Dress of the day is business.  Wear comfortable shoes. Due to tours, lunch will be later in the day than usual. At Taylor Fresh Foods, the group will meet in the training room and will also tour the refrigerated processing facility. Please plan to wear a jacket and closed-toe shoes or boots. This is a wet and cold environment.		
7:00 AM	Breakfast on your own at Hyatt Regency		
7:45 AM	Load Bus		
8:00 AM	Depart from Hotel		
8:45 AM	Arrive at National Steinbeck Center 1 Main St, Salinas, CA 93901		
9:00 AM	Welcome and Overview: The Honorable Joe Gunter, Mayor, City of Salinas		

9:05 AM	Salinas Valley Agriculture and Building an AgTech Industry from the Ground Up John Hartnett, President of SVG Partners and THRIVE Accelerator				
	Panel and Q&A: Developing Entrepreneurs and Supporting the AgTech Industry John Hartnett, THRIVE Accelerator and SVG Partners (Moderator) Dennis Donohue, Western Growers Association Center for Innovation & Technology Jackie Vázquez, Director of Ag Operations, Andrew Williamson and Sons Startup  Creating an ecosystem to support new technologies and start-ups, including through mentorships, co-working space, and investment programs, in smart farm technologies for AgTech companies globally. There will be a showcase display of new technologies – (Water, Soil, Robotics, Big Data)				
10:00 AM	Self-guided tours through the Steinbeck Center, networking time				
10:20 AM	Load Bus				
10:30 AM	Depart for Taylor Fresh Foods				

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**Arrive** at Taylor Farms, Salinas 1275 Hansen Street, Salinas, CA 93901

### Speakers and your guides will include

Alejandra Sanchez, Sustainability Manager Katrina Gargiulo. Corporate Marketing Communications Rigo Ramirez, **Director of Operations** Alexiz Vasquez. Head of Production

Taylor Fresh Foods Facility Tour: In 1995, Bruce Taylor and several partners founded Taylor Fresh Foods. A new company with a vibrant mission was born – to be North America's favorite maker of salads and healthy fresh foods. Since our humble beginnings, Taylor Farms has grown to be North America's leading producer of ready-to-eat healthy fresh foods with sustainable growing practices and 17 operating companies located across the United States and in Mexico. Taylor Farms is a family owned company that serves leading customers in the foodservice, retail and deli segments and is proud to provide high-quality products to over 150 million Americans each week.

11:45 AM	Load Bus
12:00 PM	Depart for Hahn Estate and vineyard
12:45 PM	Arrive at Hahn Estate 37700 Foothill Rd, Soledad, CA 93960
1:00 PM	Lunch and Presentation/Tour of facility highlighting the use of technology
2:30 PM	Depart for Hartnell College, Salinas

3:15 PM	Arrive at Hartnell College, East Campus Agricultural Business and Technology Institute  1752 E Alisal St, Salinas, CA 93905
3:30 PM	Welcome Clint Cowden, Dean, Career Technical Education & Workforce Development - 1752 E Alisal St, Salinas, CA 93905 The group will divide into two and will see both sections.
3:45 PM	Industry and Technology Showcase Rotating demonstrations of agricultural technologies
4:30 PM	Workforce Development Showcase: Showcasing the ways Hartnell College is partnering with industry to develop the facility and prepare students for in-demand jobs - tour with student hosts and demonstration of technologies developed in partnership between industry, academia, and government.
5:15 PM	Wrap-up comments, closing remarks, questions
5:30 PM	Depart for Monterey Bay Aquarium
6:15 PM	Arrive at Monterey Bay Aquarium 886 Cannery Row, Monterey, CA 93940
6:15 PM	Networking Reception, beverages and light hors-d'oeuvres

6:45 PM	Strolling Dinner and Aquarium viewing Participants enjoy dinner and view the world-renowned Aquarium and exhibits www.montereybayaquarium.org
7:00 PM	Welcome and Remarks The Honorable Clyde Roberson, Mayor, City of Monterey The Honorable Jimmy Panetta, U.S. Representative- California (D-20) The Honorable Mary Adams Monterey County Supervisor  Monterey Bay Aquarium Research Agenda and the Seafood Watch Program Margaret Spring, VP Conservation & Science and Chief Conservation Officer  Think Beyond Plastics Daniella Russo, Founder and CEO, Think Beyond Plastics Sustainable Tourism Dr. Shyam Kamath, Dean, California State University Monterey Bay School of Business School.
8:15 PM	Dessert Reception and Networking
8:45 PM	Depart for Hotel (Guests also have the option to enjoy Cannery Row. Historic Cannery Row is Monterey California's premier destination for great hotels, shopping, dining, family fun, and nightlife. Return on your own).
9:00 PM	Arrive at Hyatt Regency Hotel

# Wednesday, October 24, 2018 San Joaquin Valley

Notes of the Day	Dress of the day is business.  Wear comfortable shoes. Due to tours, lunch will be later in the day than usual.
6:30 AM	Breakfast on your own at the hotel
7:15 AM	Check out of the hotel and meet in the lobby
7:30 AM	Load Bus
7:45 AM	Depart Monterey for Fresno

9:15 AM	Welcome to Los Banos - A Taste of the Community Brief Overview Presentations What is ACE? Dr. Barrett Haga, Senior Administrator, Economic Development Administration Welcome The Honorable Mike Villalta, Mayor, City of Los Banos Cannon Michael, President, Bowles Farming Company  Note: Mr. Michael is a direct descendant of Henry Miller, founder of the Los Banos and the San Joaquin Valley. Henry Miller migrated to California in the 1800's from Germany and is known as the "Cattle King of California" and one of the largest landowners in the US. Mr. Michael is the 6th generation of his family to work in tomatoes, melons, cotton, alfalfa - both organic and conventional
9:30 AM	Los Banos Community Engagement Face to face time with Los Banos leadership, Future Farmers of America, key businesses, and others. Specialty stands will be set up around the courtyard for guests to visits, see and gather products (mini-Farmers Market nuts, cheeses, fruit, meats).  Box package of food and drink to take back on board the bus.
10:15 AM	Load Bus
10:20 AM	Depart for California State University, Fresno
11:45 AM	Arrive at California State University, Fresno 2911 E Barstow Ave, Fresno, CA 93710

12:00 PM	Water, Energy, and Technology (WET) Center at California State University, Fresno Welcome: Sarge Green, Interim Director of the Center for Irrigation Technology, California State University, Fresno
	Panel - Assets of California State University, Fresno Moderator: <b>Tommy Esqueda</b> , Associate Vice President, Water and Sustainability, California State University, Fresno
	Dr, David Zoldoske, Director California Center for Irrigation Technology Helle Petersen, Project Manager, Water, Energy, and Technology Center (WET) Center, California State University, Fresno
12:35 PM	Valley Ventures Video www.youtube.com/watch?v=DX1r0Wo9QKs
12:45 PM	Testimonials from International Businesses/ Entrepreneurs:  Moderator: Jeff Macon, Program Manager, BlueTechValley Innovation Cluster  • Eco2Mix • Wiseconn
1:15 PM	Lunch and Networking with Local Businesses: Lunch at WET Center with Fresno Food Exhibit highlighting local food products, casual setting
2:00 PM	Remarks from California State University- Fresno Joseph I. Castro President

2:10 PM	Board the Bus
2:25 PM	Tour of Fresno State University Farm Laboratory Bus tour of research facilities/orchards/livestock/vineyards/dairy operations/etc.
2:45 PM	Depart for Downtown Fresno
3:15 PM	<b>Arrive</b> at Bitwise Industries, Fresno 700 Van Ness Ave, Fresno, CA 93721
3:30 PM	Welcome to Fresno The Honorable Lee Brand, Mayor of Fresno
3:40 PM	Overview & Tour of Bitwise Irma Olguin, Jr. and Jake Soberal, Co-founders and Chief Executive Officers,
4:30 PM	Fresno economic overview in the John W. Dodson Theater Lee Ann Eager, President/CEO Fresno County Economic Development Corporation  Alicia Rios, Director, Center for International Trade Development, State Center Community College District
5:00 PM	Load Bus  Depart for Product Incubator (PI) Shop

5:20 PM	<b>Arrive</b> at Product Incubator (PI) Shop 1755 Broadway Street, Fresno, CA
5:25 PM	<b>Tour</b> brief tour of facility lead by Mark Jackson, Founder and Executive Director, The PI shop is Fresno's newest innovative incubator and "micro-factory" for entrepreneurs and designers to design, test, build or manufacture products; an extension of the University of California, Merced's Venture Lab www.thepishop.org/
5:45 PM	Mix, Mingle and Reflect with Local Breweries Reflection Activity An opportunity for ACE participants to reflect on and discuss trip experiences. Refreshments provided. Golden Pitch Opportunity #1
6:30 PM	Load Bus
6:45 PM	Depart for Reception/Dinner
7:00 PM	Arrive at Museum Arte Americas 1630 Van Ness Ave, Fresno, CA 93721  Reception and Networking Dinner - Showcasing locally grown products in one of the world's most productive agricultural regions, at San Joaquin Valley's largest Latino Cultural Arts Center. Guests will have the opportunity to view exhibits. (www.arteamericas.org).  Dinner by Painted Table and hosted by UC ANR
	Welcome Glenda Humiston, Vice President, UC ANR Dennis Alvord, Deputy Assistant Secretary, Economic Development Administration

8:45 PM	Depart for Hotel
9:00 PM	Check-In

Thursday, October 25, 2018: Sacramento

# Thursday, October 25, 2018 Sacramento

Notes of the Day	Dress of the day is business. Wear comfortable shoes. Dinner will be later than usual today due to night events.
7:00 AM	Breakfast at Hotel, check out and load bus
7:30 AM	Load Bus
7:45 AM	Depart hotel for Sacramento

8:30 AM	Orchard Visit 21507–21661 Avenue 17 Madera, CA 93637
	Exit off 99 at Avenue 17, turn left (west), go 2.25 miles Mating Disruption Insect Control with Precision Almond Orchard Management  Welcome and Overview:  Sebastian Saa Silva  Senior Manager, Agricultural Research, Almond Board of California  Mating Disruption: Background, Current Efforts, and Outreach: David Haviland (Entomology Farm Advisor, UC Cooperative Extension, Kern County) and Jhalendra Rajal (Area IPM Advisor, Northern San Joaquin Valley, UC Cooperative Extension, Stanislaus County) Mating Disruption and Precision Orchard Management Systems: Josh Krueger (Account Manager, Semios) Q and A  Hosted by the Almond Board of California, featuring a demonstration of new technologies - integrated precisions system for managing irrigation, the threat of frost and spread of disease.
9:15 AM	Depart for Sacramento
10:15 AM	Stretch Break Turlock, CA Enoch Christoffersen Northbound Rest Stop 1.5 miles north of where the Golden State Blvd separates from 99
10:45 AM	Depart for Sacramento

12:30 PM	Arrive in Sacramento
12:45 PM	Golden 1 Center Home of the NBA Sacramento Kings: Lunch 500 David J Stern Walk, Sacramento, CA 95814
	Welcome The Honorable Doris Matsui, US Representative CA 6 Darrell Steinberg, Mayor, City of Sacramento Mayor John Rinehart, President of Business Operations, Sacramento Kings
	Regional Economic Overview and Discussion the story of why and how the public-private partnership came together in the Golden 1 Arena, an example of community revitalization in progress.  Moderator – Bill Mueller, Chief Executive, Valley Vision Arlen Orchard, General Manager and CEO, SMUD Louis Stewart, Chief Innovation Officer, City of Sacramento Danielle Casey, Executive Vice President, Greater Sacramento Economic Council
1:45 PM	Tour Lead by Ryan Montoya, Chief Technology Officer, Sacramento Kings
2:30 PM	Board Bus
2:45 PM	Depart for Hotel, Downtown Sacramento
4	

3:00 PM	Arrive the Sheraton Grand Hotel, Check-in 1230 J Street, Sacramento, CA 95814
3:15 PM	Personal Time
3:45 PM	Board Bus
4:00 PM	Depart for Urban Hive, Local Co-Working Space ("4th Coolest Co-Working Space in the U.S." Best Real Estate Projects of 2018)
4:15 PM	Arrive at Urban Hive 1601 Alhambra Boulevard, Sacramento, CA 95816
4:25 PM	Welcome and overview of the Sacramento Region's innovation and entrepreneurship ecosystem
	Molly Weber, Founder and CXO, Urban Hive Louis Stewart, Chief Innovation Officer, City of Sacramento Evan Schmidt, Director of Strategy and Evaluation, Valley Vision
	Sacramento is developing a thriving ecosystem for start-ups and growing businesses across all industries, supported by new public investments in facilities, services, and equipment. Public and private sector partners will provide insights. New innovation assets will be profiled. www.theurbanhive.com



### **Discussion Roundtable**

Facilitated discussion featuring key assets of the region's innovation ecosystem including maker spaces, manufacturing incubators, universities, and academic institutes, public-private partnerships and investments, business and industry partnerships and support services.

Moderator - Meg Arnold, Valley Vision Amanda Blackwood.

President and Chief Executive Officer, Sacramento Metro Chamber of Commerce / Small Business Development

Cynthia Carrillo,

Regional Director, Greater Sacramento Economic Council Katherine Cota.

Executive Director, Carlsen Center for Innovation and Entrepreneurship, California State University Sacramento

Kathy Kossick,

Executive Director, Sacramento Employment and Training Agency

**Debbie Lowe Muramoto,** 

Director, Women's Business Center, California Capital Financial Development Corporation

Gina Lujan,

Founder and CEO, Hacker Lab

Tracey Schaal,

Executive Director, Power Inn Alliance

Dr. Amy Schultz,

Dean of Career, Continuing, and Technical Education, Sierra College



**Tour** of the Urban Hive led by **Molly Weber**, Co-founder and CXO

	Networking Reception/Information Exchange Stations
6:00 PM	Closing Remarks Brooks Ohlson, Director, Sacramento Regional Center for International Trade Development David Ogilvie, Vineyard Manager, Owner, Ogilvie Merwin Ventures, LLC Ian Steff Deputy Assistant Secretary for Manufacturing, International Trade Administration
	Ecosystem partners will showcase programs and resources, with opportunities for participants and local hosts to network and exchange information.  Golden Pitch Opportunity #2
7:15 PM	Load Bus
7:30 PM	Depart for Roundtable Discussions featuring: A Taste of California in America's Farm to Fork Capital. Local partners to host dinner and conversations on diverse topic areas such as capital access for entrepreneurs, mapping the innovation ecosystem, developing international trade strategies, the maker space movement, how local food systems are driving the regional economy. Tables of 8-10 at local Farm-to-Fork restaurants featuring local food and chefs.

hotel on own by taxi or rideshare.

Bus to drop participants off in groups at nearby restaurants or hotel if not joining salon dinner. After dinner, participants to return to the

# Friday, October 26, 2018 **Sacramento Capital Region**

Notes of the Day	Dress of the day is business. Wear comfortable shoes. Limited Photography at Bayer Crop Science. Leave heavy personal items on the bus at Bayer.		
7:30 AM	Load Bus		
7:45 AM	Depart Hotel for Leland Stanford Mansion State Historic Park		
8:00 AM	<b>Arrive</b> at Leland Stanford Mansion State Historic Park 800 N St, Sacramento, CA 95814		

8:45 AM	Welcome Breakfast / Policy Dialogue Fostering International Partnerships			
	Welcome remarks from the Honorable Ami Bera, U.S. Representative Robert Nelsen, President, California State University Sacramento Brian Lenihan, Executive Director, Select USA, U.S. Department of Commerce			
	Policy Dialogue Roundtable			
	Moderated by the Honorable Cecilia Aguiar-Curry, California State Assembly Welcome remarks from the Honorable Ami Bera, U.S. Representative Secretary Karen Ross, California Department of Food and Agriculture Awinash Bawle, Deputy Director of International Affairs, Governor's Office of Business and Economic Development (GO-Biz) Dr. Alberto Ayala, Executive Director, Sacramento Metropolitan Air Quality Management District  Policy discussion with State legislative and agency officials on California's leadership role, as the fifth largest economy in the world			
	California's leadership role, as the fifth largest economy in the world, in international trade and investment, economic development, resiliency and infrastructure, and innovative public policy on the green economy. Will discuss how the State engages with the federal level. Explore opportunities for trade and other partnerships.			
9:45 AM	Load Bus			
10:00 AM	Depart for University of California, Davis			
10:40 AM	Arrive at University of California Davis, Walter A. Buehler Alumni Center, AGR Room, 530 Alumni Ln, Davis, CA 95616			

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### **Welcome/University Overview:**

Dr. Ralph Hexter,

Associate Vice Chancellor & Provost, UC Davis

Dr. Joanna Regulska,

Vice Provost and Associate Chancellor of Global Affairs

The Honorable Brett Lee,

Mayor, City of Davis

UC Davis hosts 8,400+ international students & scholars from 110+ countries, with 150 international agreements across 50 countries globalaffairs.ucdavis.edu/



#### **Presentation:**

UC Davis Global Health Initiative.

Dr. Christine Kreuder Johnson,

Surveillance Coordinator, Emerging Pandemic Threats, PREDICT Project, One Health Institute.

UC Davis is a global hub for projects, curriculum, research and training with integrated solutions, education and expertise on issues surrounding global health through a collaborative effort involving Human Medicine, Nursing, Veterinary Medicine, Agriculture, Environmental Sciences, Engineering, etc., Known as One Health, the approach is used to assess and improve the health of people, animals, and the environment. UC Davis is World's #1 Veterinary Med School.



### Re-locate to Alumni Center Moss Patio for lunch



## **Lunch and Networking; Presentation:**

**Women and Policy in STEM** 

Jennifer Curtis, Dean, College of Engineering, UC Davis. **International Policy in STEM** 

Dr. Maryse Robert,

Director of Economic Development, Organization of American States

Cultivating a global ecosystem for women in STEM – what it takes to be a top university. UC Davis is first in the nation for launching women into STEM fields. Lunch will include food from the UC Davis farms, grown by students.



#### Re-locate to Alumni Center AGR Room



## Industry/University Partnerships and Research, **Entrepreneurship and Venture Opportunities:**

Interactive Breakouts

Interactive discussions on UC innovations, partnerships, and opportunities for collaboration and to hear about how to cultivate innovation into economic development.

### UCD Venture Catalyst:

### **Dushyant Pathak**,

Associate Vice Chancellor for Technology Management and Corporate Relations; **Executive Director UCD Venture Catalyst** 

#### UCD Institute for Innovation and Entrepreneurship:

Jenna Makus,

Associate Director, UC Davis Institute for Innovation and Entrepreneurship

### Verde Innovation Network for Entrepreneurship:

Deema Tamimi.

The VINE, Head of Marketing and Community Development; Giving Garden and Caneberry, CEO/ Founder

#### Innovation Institute for Food and Health:

Justin B. Siegel,

Ph.D., Faculty Director of the Innovation Institute for Food and Health; Associate Professor of Chemistry, Biochemistry & Molecular Medicine



#### **Re-locate to Moss Patio**

1:45 PM	Sensory Testing: Demonstration on the Science of Taste Center Moss Patio http://robertmondaviinstitute.ucdavis.edu/  Dr. Andrew Waterhouse, Robert Mondavi Institute; Alumni
2:15 PM	Depart for Robert Mondavi Institute for Food and Wine Science (walk)
2:30 PM	Arrive at Robert Mondavi Institute, Tour.  UC Davis is the world's #1 ag research and teaching university. Participants will rotate on tours of the state-of-the-art complex, with facilities and labs for testing, and industry partnerships on winemaking, brewing and food processing (tomatoes, olive oil, milk): the Jess Jackson Sustainable Winery Building, the Busch III Brewing and Food Science Laboratory, and the Pilot Winery – a carbon-neutral building with LEED Platinum certification that can be adapted for other uses, and research and teaching labs.
3:30 PM	Depart UC Davis from Robert Mondavi Institute for City of West Sacramento
4:15 PM	Arrive at West Sacramento, Bayer Crop Science Tour 890 Embarcadero Dr, West Sacramento, CA 95605
4:30 PM	Welcome/Tour/Discussion with Bayer Crop Science  Moderator - Trish Kelly, Managing Director, Valley Vision The Honorable Christopher Cabaldon, Mayor – City of West Sacramento Deborah Tucker, Sr. Global Project Leader - Bayer Crop Science Alberto Acedo, Co-Founder and CSO – Biome Makers

<b>4:45 PM</b>	Demonstration and tour of campus and research labs including a new CoLaborator incubator for life science start-ups providing wet lab, office infrastructure and access to research expertise, as part of global innovation ecosystem partnerships. Limited Photography at Bayer Crop Science (no photography on tour).			
5:45 PM	Board Bus			
6:05 PM	<b>Depart</b> for Reception and Dinner at California Museum www.californiamuseum.org/			
6:30 PM	Arrive at California Museum 1020 O St, Sacramento, CA 95814			
6:45 PM	Reception and Dinner:  Visit the exhibits at the California Museum and see the California Hall of Fame. Networking reception and tasting dinner, highlighting local food and beverage producers. Reflections on the week. Photos only permitted in the lobby due to the sensitive artwork.			
	ACE Participant Awards, Hand-Off for ACE 11 program			
7:30 PM	Gather with your new family and enjoy dinner "California Style" in the main lobby.			



Wrap up



Dr. Barrett Haga, Economic Development Administration (MC)



Dr. Glenda Humiston, VP, UC ANR



Bill Mueller, Chief Executive, Valley Vision



Dr. Stacy McAfee, Associate Vice President for External Relations, Strategic Partnerships and Presidential Initiatives, University of the Pacific



Tom Merwin, Chief Operating Officer, Merwin Vinyards



Ian Steff. Deputy Assistant Secretary for Manufacturing, International Trade Administration



Dr. Maryse Robert, Director of Economic Development, Organization of American States



The Honorable Manuel Laboy Secretary of Department of Economic Development and Commerce Puerto Rico

### **Certificates to Participants and The Fernando** Sierra Award



Cesar Parga, Chief of Innovation Organization of American States

The Fernando Sierra Award Presentation

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**Depart** for Hotel



**Arrive** at Hotel

Saturday, October 27, 2018: Sacramento

# Saturday, October 27, 2018: Sacramento

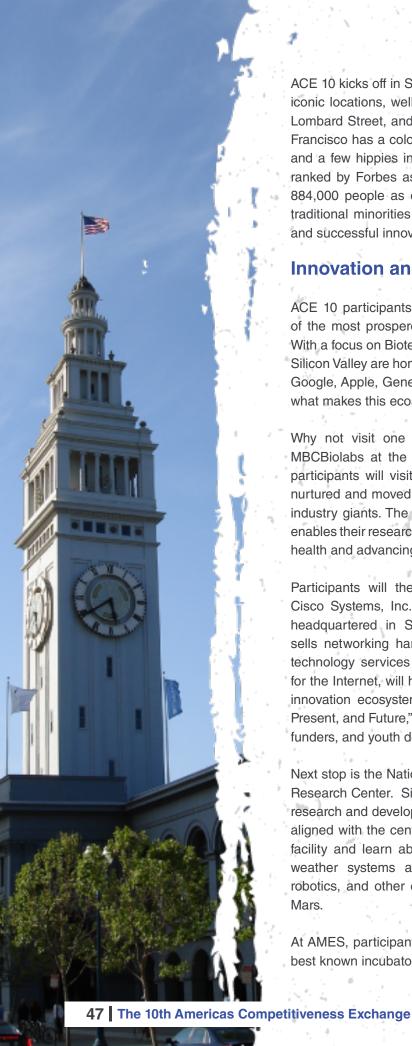


Departures: Bus available for San Francisco return; departures also available from Sacramento International Airport

# The ACE 10 in Northern California







ACE 10 kicks off in San Francisco, the City by the Bay, one of the world's most iconic locations, well known for the Golden Gate Bridge, Fisherman's Wharf, Lombard Street, and Alcatraz. Founded in 1776 by colonists from Spain, San Francisco has a colorful history marked by a gold rush, an earthquake, a fire, and a few hippies in the 1960's. It maintains a vibrant culture and economy, ranked by Forbes as the Coolest City in America in October 2017. Home to 884,000 people as of 2015, San Francisco has a diverse population where traditional minorities comprise the majority, and one of the most prosperous and successful innovation ecosystems in the world.

### Innovation and Entrepreneurship

ACE 10 participants will get a firsthand and behind the scenes look at one of the most prosperous and successful innovation ecosystems in the world. With a focus on Biotechnology and Information Technology, San Francisco and Silicon Valley are home to many of the world's best-known companies including Google, Apple, Genentech, LinkedIn, and Uber. Participants will get a taste of what makes this ecosystem so strong, how it was cultivated, and maintained.

Why not visit one of the world's best incubators? Beginning with QB3/ MBCBiolabs at the University of California, San Francisco in Mission Bay, participants will visit the birthplace of biotech, where innovators have been nurtured and moved on to start Genentech, Chiron (now Novartis), and other industry giants. The University sustains a bold spirit of entrepreneurship that enables their researchers and clinicians to pursue new possibilities for delivering health and advancing biopharmaceutical medicine.

Participants will then travel to the heart of Silicon Valley to visit Cisco. Cisco Systems, Inc. is an American multinational technology conglomerate headquartered in San Jose, California, that develops, manufactures and sells networking hardware, telecommunications equipment and other hightechnology services and products. Cisco, a worldwide leader in networking for the Internet, will host an interactive discussion showcasing the world-class innovation ecosystem of "Silicon Valley, A Global Innovation Hub - Origin, Present, and Future," with leading high-growth startup accelerators, incubators, funders, and youth development programs and ventures.

Next stop is the National Aeronautics and Space Administration (NASA) Ames Research Center. Since 1939, Ames has led NASA in conducting world-class research and development in aeronautics, exploration technology and science aligned with the center's core capabilities. Participants will have a tour of the facility and learn about research related to the global impacts of changing weather systems and sustainable communities through supercomputing, robotics, and other capabilities as well as plans for the manned mission to Mars.

At AMES, participants will interact with top executives of some of the world's best known incubators and funds.





The Vault Innovation Academy and Vault Innovation Services advise corporations on research-backed techniques for proven, scalable innovation, as well as offerings focused on emerging technologies such as blockchain, AI, startup bootcamps, coding and more.

The Vault celebrates entrepreneurs and partners with members to ensure new companies are set up to succeed, accelerate and thrive.



# KEVIN

Founder & CEO



# **PAUL KALLMES**

**Head of Vault Angel Accelerator** & Special Projects

#### Offer:

What makes The Vault magical are the people you won't encounter in other workspaces: serial entrepreneurs from around the globe, seasoned investors, alumni members with successful exits, a global network of mind-bending innovators and a team dedicated to your success. Build your own "tribe of mentors" and long-lasting friendships along your hyper-growth journey, starting here.

### Looking for:

The Vault is always looking for new partners and possibilities. From new global locations (they are opening up an Oslo and Paris location) to new startups, the Vault thrives on partnerships. Their beautiful collaborative workspace-designed to facilitate collaboration, help you get stuff done and increase your team's happiness quotient-will impress you and every guest.

#### Follow-up contact

Christine Nazareno Events and Marketing Strategy Manager The Vault 909.223.0254 cnazareno@thevault.co

#### Website and social media:

https://thevault.co/ www.facebook.com/thesfvault @SFVAULT www.instagram.com/thesfvault



# **PATRICIA** (TRISH) KELLY

### Managing Director, Valley Vision

Trish is Managing Director at Valley Vision, leading portfolios in food and agriculture, workforce development and broadband. Bringing a depth of expertise in economic research, policy, and project implementation, she has helped elevate the profile of the region's food and ag economy, from promoting AgTech entrepreneurship and innovation to addressing critical workforce skills gaps and food insecurity and advancing Farm to Fork. Workforce development projects include management of partnership projects on behalf of the region's workforce innovation boards and community colleges to identify high demand occupations and meet critical industry cluster skills gaps through alignment and investment of education and workforce resources and industry partnerships. She also helps lead Valley Vision's efforts in developing the Capital Region's economic prosperity strategy, in collaboration with other regional leadership organizations. Trish serves on several advisory bodies for regional food and ag organizations, including the AgStart incubator, the Greater Sacramento Food and Ag Innovation Council, and the Sac Metro Chamber's Food and Ag Committee. In 2017 she received the Golden Bear Award for Lifetime Achievement from the California Association for Local Economic Development, and a Women Who Means Business award from the Sacramento Business Journal. Trish graduated Cum Laude with a BSL in Spanish from Georgetown University, and has a Master's in City Planning from the University of Pennsylvania.

Key

Contacts



# GABRIEL D. YOUTSEY

**Chief Innovation Officer, University of California** 

Gabriel (Gabe) Youtsey serves as the Chief Innovation Officer for University of California Agriculture and Natural Resources (US ANR). In this role, Mr. Youtsey leads UC ANR's Innovation and Entrepreneurship initiative, working both within UC and with industry, government and academic institutions to partner in creating an innovation and entrepreneurship program focused on food, agriculture and natural resources. Prior to his innovation appointment, Mr. Youtsey led UC ANR's information technology driving programmatic, educational, administrative and marketingoriented projects. He served as the Deputy CIO at UC Davis, where he gained experience leading campus-wide projects that involved and affected UC Davis faculty, students and staff. Before coming to the University of California, he was an information technology advisor at KPMG, where he led regional and national information technology and security advisory projects in food, agriculture, retail, banking, software and other sectors.



# RAVI BELANI

**Co-Founder and Managing Partner Alchemist Accelerator** 

Ravi Belani is incredibly passionate about accelerating the development of startups by fostering better collaboration between them, the corporates and Venture Capital firms. In particular, he strongly supports the work of startups that are in the industrial and enterprise space that are traditionally deemed less "sexy" because of their ability to build solutions that can create real change in our society.

He does so in two ways. Ravi is the Managing Partner of Alchemist Accelerator, that is focused solely on accelerating enterprise companies. In addition to that, he is also an academic who teaches in the engineering school at Stanford entrepreneurship.

Ravi holds an M.B.A. from Harvard Business School and a B.S. with Distinction and M.S. in Industrial Engineering and Engineering Management from Stanford University where he was Phi Beta Kappa and Tau Beta Pi graduate.



# **CYNTHIA CARRILLO**

Regional Director, Bay Area – **Greater Sacramento Economic Council** 

Cynthia Carrillo oversees and leads Greater Sacramento's staffed operation in Silicon Valley to further interconnect the Capital Region and Bay Area markets as one high-performing Megaregion. Her responsibilities include Business Attraction, particularly for startups and growth-stage companies, Partnerships development, and Foreign Direct Investment. Prior to Greater Sacramento, Cynthia worked at the Greater Phoenix Economic Council.

In 2014, she was commissioned to the department of Economic Affairs at the office of the Consul General for the Consulate General of Mexico in Phoenix where she coordinated event management, outreach, and development for cross-border initiatives between Arizona and Mexico, and was responsible for institutional social media, FDI promotion, and marketing for tourism in Mexico. She has also worked as an IT Project Manager and Account Manager for a Public/Private consulting firm catering to federal government organizations in Mexico City, developed Special Projects for a nationwide CDFI based in Phoenix, and was part of the founding team for a technology startup in Boston.

Cynthia holds a MBA from Hult International Business School in Boston, Massachusetts. She received her BS in Communication Sciences from ITESM in Monterrey, Mexico and her Certified Scrum Master (CSM) certification from Scrum Alliance in 2014.



# **JANICE ZDANKUS**

Vice President, Hybrid IT -**Hewlett Packard Enterprise** 

Janice Zdankus is Vice President in Hewlett Packard Enterprise's Customer Experience and Quality team. In this role, Janice and her team are transforming customer experiences with content and knowledge.

As the HPE lead executive, Zdankus is partnering with the World Economic Forum to help accelerate the agriculture and food systems industry efforts to sustainably feed the growing world population with emerging AgTech innovation opportunities like Internet of Things (IoT) applications. Zdankus is an active supporter of increasing the interest and representation of youth in the Science, Technology, Engineering and Math (STEM) fields. She serves on the Board of Directors for the National Center for Women in Technology (NCWIT) and Accreditation Board for Engineering and Technology (ABET). She is also a founder of the Curated Pathways non-profit program focused on using AI and machine learning technology to broaden the representation of underrepresented minorities in computing and STEM. The National Diversity Council named Zdankus as a 2018 "Top 50 Woman in Tech."

Zdankus earned her BS in Computer Science and Industrial Management from Purdue University, named Outstanding Computer Science alumna. She also holds a MBA from Santa Clara University.



# SYLVIA **FLORES**

CEO **Manos Accelerator** 

Sylvia Flores is an award-winning entrepreneur and engineer with years of experience. She founded several startup companies and is knowledgeable of the U.S. Hispanic market. In 2003, she worked with the former President of Mexico Vicente Fox to establish a technology incubator for Mexican entrepreneurs in Silicon Valley. Prior to her career in startups, Sylvia held various engineering positions at IBM.

She has also served as the Regional National Vice President for the Society of the Hispanic Professional Engineers. She was awarded the 'Entrepreneur of the Year' award in 2003 from Latino Style Magazine. She earned a Chemical Engineering degree from San Jose State University.



# **TANIS CROSBY**

YWCA Silicon Valley

Tanis Crosby became the CEO of the YWCA Silicon Valley on February 3, 2014. Formerly she served as the Executive Director of the YWCA Halifax since 2005.

Before beginning work with the YWCA, she was the Director of Resource Development for the Arthritis Society. She has received much recognition and numerous honors.

Tanis is passionate about making the impossible possible, and leads the YWCA's efforts to eliminate racism and empower women through various initiatives. She's very excited about a project launched this year called Curated Pathways to Innovation which sets women and underrepresented minorities on the path to STEM careers, with a focus on computing. Tanis attended Queens University in Ontario and completed a Non Profit Management Program at Dalhousie University in Halifax.



In 1961, the Bay Area's local governments came together to form Association of Bay Area Governments (ABAG) as a response to state legislation that would have supplanted local control over all bridges, ports, and transit operations in the Bay Area. ABAG's mission ever since has been to strengthen cooperation and collaboration among local governments to provide innovative and cost-effective solutions to common problems that they face.



ABAG provides planning and research resources related to land use, housing, environmental and water resource protection, and disaster preparedness, programs that address sustainability, resilience and equity in the region. ABAG also has developed and managed regional services related to energy efficiency and hazardous waste mitigation, risk management, financial services and staff training to local cities, and towns.



### Offer and Looking for:

ABAG seeks to build collaborative partnerships among local governments, Bay Area leaders and citizens throughout the world to address shared goals for present and future generations. Collaborative participation envisioned in these partnerships can:

- Enhance ABAG's efforts to guide how the region grows and adapts to change while addressing economic, social and environmental challenges within a global framework.
- Improve the organization's understanding of ways to preserve member communities' unique qualities while creating vibrant and successful initiatives.

#### ABAG also:

- Sponsors workshops and conferences where local officials and staff, business and industry leaders, special interest groups, and private citizens explore and discuss programs and issues of significance.
- Encourages global knowledge exchange by meeting with international delegations.

#### Follow-up contact

Johnny Jaramillo Principal Regional Planner and Manager, Economic Program jjaramillo@bayareametro.gov (415) 820-7983

Cynthia Kroll Chief Economist and Assistant Director for Economic Development and Forecasting ckroll@bayareametro.gov (415) 820-7928

#### Website and social media:

www.abag.ca.gov/ @ABAGSFBayArea



# **DAVID RABBITT**

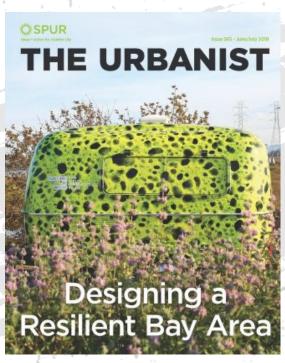
Supervisor, **County of Sonoma** President, ABAG

This past June, Supervisor David Rabbitt was elected to his third term representing the Second District of Sonoma County. He was first elected to the Sonoma County Board of Supervisors in November 2010 after serving four years on the Petaluma City Council.

The Supervisor served two consecutive terms as Chair of the Board of Supervisors in 2013 and 2014, is currently Vice-Chair and will be Chair of the Board again in 2019.

Supervisor Rabbitt serves as President of the Bay Area Association of Governments; Director of the Golden Gate Bridge District; Director of Sonoma-Marin Area Rail Transit; Director of the National Association of Counties; Chair of the North Bay Water reuse Authority; Director of the Sonoma County Transportation Authority and Regional Climate Protection Authority; a Trustee of the Sonoma County Employee Retirement Association; and has been appointed twice by the Governor to represent local government on the California Seismic Safety Commission. Supervisor Rabbitt is an architect.





### Offer and Looking for:

SPUR's Agenda for Change represents a vision for the central cities of the Bay Area. It condenses the big ideas behind their work and lays out plans for making this vision a reality:

- 1. Concentrate growth inside existing cities.
- 2. Build great neighborhoods.
- 3. Make it affordable to live here.
- 4. Give people better ways to get where they need to go.
- 5. Lay the foundations of economic prosperity for everyone.
- 6. Reduce our ecological footprint and make our cities resilient.
- Support local government.

#### Follow-up contact

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#### Website and social media: 11

www.spur.org/ www.facebook.com/ @SPUR Urbanist www.twitter.com/SPUR Urbanist



# **GABRIEL METCALF**

# **President and CEO**

Gabriel Metcalf is the president and CEO of SPUR. He is responsible for defining the overall vision and strategy for the organization and has led SPUR through a major expansion of its work.

Gabriel has authored or co-authored such notable articles as "The Northern California Megaregion," "Democracy and Planning," "The San Francisco Exodus" and "The Great Dithering." He is also the author of Democratic by Design (St. Martin's Press, 2015).

A co-founder of City CarShare and the San Francisco Housing Action Coalition, Gabriel serves on numerous boards and commissions. A frequent writer and speaker on planning and policy topics, he earned a Master's degree in city and regional planning from the University of California, Berkeley College of Environmental Design.



### Offer and Looking for:

AgPLUS seeks to foster the new growth and creation of food and beverage businesses and middle-skills global manufacturing jobs. The AgPLUS Implementation Strategy builds upon the Central Valley's unique asset base and they seek new committed partnerships and networks to:

- Capture more value-added cluster manufacturing and supply chain activity within the region, including to meet new demand for local specialty products such as through Farm to Fork efforts;
- Provide the workforce with needed skills through successful career pathways models;
- Accelerate the development and adoption of innovative technologies so the Central Valley's food and beverage manufacturing industry is the most efficient, safe, healthy, viable and sustainable nationally and a global center of innovation for next generation processing and supply chains;
- Facilitate the transformation of the industry to adapt to the short and long-term impacts of the drought, now in its fourth year, and climate change; and,
- Strengthen business operations and access to capital.

#### Follow-up contact

Trish Kelly Managing Director Valley Vision (916) 325-1630 Trish.Kelly@valleyvision.org Website and social media:

cvagplus.org/



In early 1903, a small group of civic leaders and thinkers joined together to create an organization that would work for the common good. Dedicated to studying and discussing problems and their solutions, The Commonwealth Club of California was founded on February 3, 1903, by San Francisco Chronicle agriculture editor Edward F. Adams, then in his late 60s.



The Commonwealth Club of California is the nation's oldest and largest public affairs forum. Every year, it presents more than 450 forums on topics ranging across politics, culture, society and the economy. The mission of The Commonwealth Club of California is to be the leading national forum open to all for the impartial discussion of public issues important to the membership, community and nation. As a nonprofit, nonpartisan educational organization, The Commonwealth Club relies on the support of its membership, corporate gifts and foundation grants to continue its role in fostering open public discussion in the San Francisco Bay Area and throughout the nation via radio, Internet and television.

Jordan Herman, Event Coordinator 415-597-6713 jherman@commonwealthclub.org

The Commonwealth Club 110 The Embarcadero, San Francisco, CA 94105 www.commonwealthclub.org



The top rankings reflect the singular focus of UCSF on advancing health care as a leading institution dedicated exclusively to the health sciences.

## Offer and Looking for:

UCSF seeks new partnerships with business, industry, private and public organizations, other academic institutions, as well as the community to accelerate our mission of advancing health worldwide. While partnerships bring valuable expertise, perspective and resources to UCSF, these alliances also are positive for UCSF's partners, such as biotech companies that look to collaborate with UCSF scientists and tap our intellectual capital and cutting-edge research.

#### Follow-up contact

Barbara J. French Vice Chancellor Strategic Communications and University Relations barbara.french@ucsf.edu

#### Website and social media:

www.ucsf.edu www.facebook.com/ucsf @ucsf



# SAM **HAWGOOD**

Chancellor **MBBS** 

Sam Hawgood, MBBS, is the Chancellor and the Arthur and Toni Rembe Rock Distinguished Professor at the University of California, San Francisco (UCSF). Hawgood was dean of the UCSF School of Medicine and vice chancellor for medical affairs from 2009-2014, after assuming the role of interim dean in December of 2007. His distinguished career at UCSF includes serving as chair of the Department of Pediatrics and associate director of the Cardiovascular Research Institute.

Hawgood joined UCSF as a research fellow in 1982 and was active in research until 2015. His focus on the proteins associated with pulmonary surfactant gained him an international reputation in neonatology research. Hawgood is a member of the American Academy of Pediatrics, the American Association of Physicians, and the National Academy of Medicine, part of the National Academy of Sciences. Hawgood maintained an active presence in clinical medicine for almost thirty years including serving first as division chief of the Division of Neonatology, then as chair of Pediatrics and physician-in-chief of the UCSF Benioff Children's Hospital prior to becoming dean. He was also president of the UCSF Medical Group, the faculty association that represents more than 1,800 physicians. As dean of the School of Medicine, he oversaw an organization with nearly 8,000 faculty and staff, and approximately 3,655 medical and graduate students, residents, fellows, and postdoctoral scholars. Under his leadership, the school become the top medical school in the nation in research funding from the National Institutes of Health (\$439.6 million in 2013), with many of its departments also leading the nation in their fields, reflecting the caliber of scientific research on campus. In that time, the school also became the only medical school in the nation to rank in the top five in both research and primary care education (#4 in each) in the US News & World Report's annual assessment of graduate schools.

The school's clinical faculty is renowned for world-class medical care through its practice in the top-ranked UCSF Medical Center, UCSF Benioff Children's Hospital, Langley Porter Psychiatric Institute, Zuckerberg San Francisco General Hospital and Trauma Center, and the San Francisco Veterans' Administration Medical Center. As chancellor, Hawgood oversees the entire \$6.7 billion UCSF enterprise, which also includes top-ranking schools of dentistry, nursing, and pharmacy, as well as a graduate division and affiliated hospitals. Hawgood graduated medical school with First Class Honors from the University of Queensland in Brisbane, Australia. He trained in pediatrics as a resident, followed by specialization in neonatology as a fellow.





### Offer and Looking for:

Pathway for entrepreneurs through QB3 visiting entrepreneurs program or SkyDeck Global Founders Program. Latin American corporate sponsorship opportunities can also be developed

#### Follow-up contact

QB3 Incubator Manager UCSF, Byers Hall Room 214 1700 4th Street, San Francisco, CA 94158-2330

Phone: (415) 502-4223 gino.segre@ucsf.edu

#### Website and social media:

https://qb3.org/ www.twitter.com/qb3 www.facebook.com/QB3startups/



# REGIS **KELLY**

**Distinguished Professor and** Director **QB3** Institute

Dr. Regis B. Kelly is the Director of one of four California Institutes for Science and Innovation, created by the California Legislature to strengthen the academic foundation of its technology-based industries. QB3 is the only one of the four devoted exclusively to biology and to the life science industries. It is an innovation center made up of over 200 quantitative biologists at three northern California campuses (UCB, UCSC & UCSF) working at the interface of the physical and biological sciences and a team of professionals converting its discoveries into practical benefits for society. From 2000 to 2004, Dr. Kelly served as Executive Vice Chancellor at the University of California in San Francisco, where his major responsibility was the new Mission Bay campus.



# CAROLINE WINNETT

**Executive Director UC Berkeley SkyDeck** 

Caroline Winnett leads UC Berkeley's premier startup accelerator. The Berkeley SkyDeck Fund invests \$100,000 in each cohort startups, and provide over \$250,000 in free resources to help cohort companies grow. The Berkeley SkyDeck Fund shares one-half of all fund profits with UC Berkeley.

Formed as a partnership between the Haas School of Business, the College of Engineering, and the Office of the Vice Chancellor for Research, SkyDeck combines the consulting know-how of traditional accelerators with the vast resources of its research university.



Cisco shipped its first product in 1986 and is now a multi-national corporation, with over 35,000 employees in more than 115 countries. Today, Cisco solutions are the networking foundations for service providers, small to medium business and enterprise customers which includes corporations, government agencies, utilities and educational institutions.

Cisco's networking solutions connect people, computing devices and computer networks, allowing people to access or transfer information without regard to differences in time, place or type of computer system.

If anyone can lay claim to a 'heritage' in an industry as young as global networking, then it is Cisco. 85 percent of Internet traffic travels across Cisco's systems.

## Offer and Looking for:

Our goal is to build familiarity with Silicon Valley and Cisco's legacy among the participants and delegates, and hopefully make introductions that will lead to positive relationships in the future.

#### Follow-up contact

Gabriel Youtsey gdyoutsey@ucanr.edu (530) 750 1314

Cynthia Carrillo ccarrillo@selectsacramento.com (857) 492 7288

#### Website and social media:

www.cisco.com @Cisco www.facebook.com/Cisco



# **JOEL BARBIER**

Chief of Staff Customer Experience,

Joel Barbier helps formulate business and technology strategy, assesses the economic and financial impact of technology investments, and drives Cisco's technology thought leadership. Barbier began his career as a mergers and acquisitions analyst for Gaz de France in Berlin during the East German industry privatization. He worked with the acquisitions team on valuation, due diligence, and financial negotiations for 15 potential acquisitions, five of which were completed for a total investment of US\$1.5 billion. Later Barbier became financial controller at L'Oréal's Gemey Maybelline subsidiary. He partnered with the CEO and CFO to structure pricing and deals, drive effectiveness of marketing budgets, and improve operations profitability by \$50 million.

He has led financial/economic consulting engagements with top CXOs of several Fortune 500 companies/government agencies, including Ford, Unilever, Walmart, AT&T, General Electric, and the French government.

Barbier holds an M.B.A. in finance from the Community of European Management School, delivered by the University of Cologne, Germany; and an M.S from the HEC Graduate School of Management, Paris.



NASA Ames was founded in a time of war to discover the basics of flight from a strategic west coast station. As American technological prominence and needs grew, NASA Ames led the nation in simulation, computing, supercomputing and now quantum computing.

Because of its expertise in simulating flight, prominence in complex air traffic management and autonomous systems came naturally. With the top scientists studying humans in aviation, and its proximity to biology powerhouses in the Bay Area, NASA Ames was the clear choice to base NASA's first studies of life in space.

NASA Ames used experimental skills to pioneer small spacecraft into the solar system and beyond in a series of "firsts." Its researchers discovered that there are more planets than stars in our galaxy.

Today, they are combining biology and space technology with two driving aims - to search for and detect life off of our planet, and to better understand the biology challenges that we must overcome for humans to explore from the Moon to Mars.

NASA Ames teams are uncovering essential facts about future destinations. Among the key findings was the existence of much more water on the Moon than anyone had ever guessed, characterized the atmosphere of the Moon and found flowing water currently on Mars.

In parallel, NASA Ames teams were the ones learning how to get spacecraft safely back home. Using deep knowledge of flight, teams at NASA Ames invented the counterintuitive rounded shape a spacecraft must have to make it back through Earth's atmosphere - and built a machine to generate and harness a jet of plasma to test it.

Advance work on big data and automation expertise to test and design the most efficient future of the National Airspace. NASA Ames is the trusted research lead and partner to represent all users' needs for drones to safely and smartly enter America's skies and economy.

Ames contributes to NASA's missions as only a government research organization can. When our ideas mature to a place where others can participate, we seek out partners, invite them in, give them our knowledge... and move on to the next unknown.

#### Offer:

The NASA International Internships Project (or NASA I-Squared) offers competitive internship opportunities in a NASA laboratory for university students from countries who have joined the project. During the internship, visiting students will work with U.S. and other foreign interns under the guidance of a NASA mentor. Internship sessions are typically offered three times per year (spring, summer, and autumn). Each session provides excellent opportunities for working to solve real-world NASA problems as a member of a diverse, multinational team. Interns return home with newly-honed skills and many future professional career connections. There are currently 13 countries in the project, including Brazil, Mexico, and Trinidad and Tobago. Ames would be happy to connect new nations interested in joining I-Squared with the appropriate NASA HQ point of contact.

### **Looking for:**

International partnerships are critical to NASA's ability to accomplish its mission to explore space. A leader in innovative international relationship-building, NASA Ames has collaborated with many of the nations gathered at ACE 10. For example, Ames works with Mexico's space agency on a small satellite built by students from a university in Pueblo. For many decades, our roboticists have tested Mars rovers in the field in Chile's deserts. Ames works in close coordination with NASA HQ in Washington, DC, which must approve and execute what is called an International Space Act Agreement. Typically, no exchange of funds is made. Each side contributes in-kind resources, such as expertise, test facilities or instrumentation, to the research work. NASA HQ has high-level Framework Agreements with the Government of Brazil and other nations, which can facilitate further research. Ames looks forward to building new relations and ideas for potential space cooperation as an outcome from ACE 10.

#### Follow-up contact

Carolina Rudisel carolina.rudisel@nasa.gov 650-279-2362

Website and social media:

www.nasa.gov/ames @NASAAmes www.facebook.com/nasaames



# **MS. MEJGHAN HAIDER**

**Deputy Director** NASA Research Park NASA's Ames Research Center

Meighan K. Haider is the Deputy Director of the NASA Research Park at NASA's Ames Research Center, Moffett Field, Calif. The NASA Research Park (NRP), an integrated, dynamic research and education community located in the heart of Silicon Valley, cultivates diverse partnerships with academia, industry and non-profit organizations in support of NASA's missions. As the Deputy Director of NRP, she manages and cultivates partnership development, land use planning, leasing, and property management.

Haider has worked at Ames since 1988. Between 1988 and 1998, she worked in the Chief Financial Officer's organization as a Budget Analyst and Resources Executive. In 1998, she joined the NASA Research Park (NRP) Office where she was involved in early planning of the Park including the Environmental Impact Study, land use and business planning of the NRP. Between 2001 and 2002, she led the lease negotiation with Carnegie Mellon University to establish a west coast campus in the NRP. In 2003 she was instrumental in developing leasing, business policies and practices for the Park. In 2004 she was named as the Chief of Business Development for the NRP. In this capacity, she managed a core staff, led an integrated product team consisting of various disciplines including real estate and planning consultants. In 2009, she took on additional responsibilities as the Acting Deputy Director of the NRP and in 2013 was named as the Deputy Director. In 2007, she led the lease negotiation with Planetary Ventures "Google" to build a 1.2M sq ft. R&D campus as well successful negotiation of a long-term lease with Planetary Ventures to rehabilitate historic hangars at Moffett Field.



# **MR. TERRY PAGADUAN**

International Relations NASA's Ames

As NASA Ames' Center Lead for International Relations, Terry Pagaduan manages and coordinates the research center's efforts to identify and develop new global partnerships while sustaining and growing its many current relationships around the world. In particular, Mr. Pagaduan has helped Ames reach out to nations that have nascent space programs, helping to find innovative technologies and expertise that could be beneficial to NASA. He is a graduate of Brown University and has worked at NASA for three decades, with experience in law, public affairs, government.

# Santa Cruz







### **High Impact Research and Service To Society**

Since universities drive innovation, the group will then visit the University of California, Santa Cruz (UCSC). UCSC's mission is to deliver progressive, bold, fearless education that benefits both the individual and the planet. A commitment to environmental stewardship and community engagement is central to the University's core values and an enduring source of pride for the entire campus. UCSC is home to one of the world's top marine mammal research centers at Long Marine Laboratory, overlooking Monterey Bay —the secondlargest marine sanctuary in the world. UCSC is also the proud custodian of five stunning natural reserve sites on the Central Coast—from 25 acres on Año Nuevo Island to 4,200 coastal acres in beautiful Big Sur.

### **Innovation And Entrepreneurship**

Participants will hear from and interact with cross-sector leaders in Santa Cruz who are working on exciting innovation & entrepreneurship collaborations, including Startup Sandbox biotech incubator, Santa Cruz accelerator, Launchpad, SVLink and other programs aimed at rapid commercialization of research and innovation.

## **Leading In Organic Farming**

UC Santa Cruz has been a leader in organic farming for the last 40 years. Through its research, education, and outreach programs, the campus Center for Agroecology & Sustainable Food Systems (CASFS) works to create agriculture and food systems that sustain both human communities and the environments in which they live. They work to undertake projects with faculty, staff, and students from throughout the university. Beyond the campus collaborating with non-governmental organizations (NGOs), growers, community members, visiting students and researchers, and state and federal agencies, including UC Cooperative Extension and the US Department of Agriculture. Participants will learn more about the organic farming industry in Santa Cruz, our community, and global collaborations, and taste some of the local flavor!



Undergraduates pursue course work in 65 majors in the arts, engineering humanities, physical and biological sciences, and social sciences. Graduate students work toward master's degrees, doctoral degrees, and graduate certificates in 41 academic programs.

UCSC people, including about 93,000 alumni, are leaders in virtually every field: and the campus is highly regarded for the positive impact it has on society.

## Offer and Looking for:

We hope that this event will bring the global attention to UCSC's leadership in research and entrepreneurship in the various areas including biotechnology, engineering, agriculture, and the arts. We want this event to help bring global interest in our research and cultivate new research collaborations. We want our featured startup Sandbox incubator to attract investment interest and business partnerships from around the world to the rising UCSC biotech startup companies. We hope that this event will highlight to young students and researchers worldwide the opportunity they could have at UCSC as students, researchers, and entrepreneurs and we want to be able to welcome them to our community.

#### Follow-up contact

Melissa Whatley Director of Government and Community Relations UC Santa Cruz (831) 459-3470 mwhatley@ucsc.edu

#### Website and social media:

www.ucsc.edu www.facebook.com/ucsantacruz @ucsc



## DAVID **TERRAZAS**

### **City of Santa Cruz Mayor**

Mayor David Terrazas is a native of Northern California and is committed to Santa Cruz and the greater Monterey Bay Area. He is the current mayor of the City of Santa Cruz and has served on a variety of local boards and commissions. He is currently serving his second term as a member of the Santa Cruz City Council being first elected to the body in 2010. Mr. Terrazas was appointed to the position of Mayor for the 2018 calendar year.

Outside of his role as Mayor for the City of Santa Cruz, he is an attorney for a local law firm and works primarily in cases involving contracts, property disputes, personnel matters, and administrative hearings, including negotiated settlements. He also handles wage and hour matters, and drafts employment-related polices and agreements, such as employee handbooks, employment agreements and severance agreements. In addition, Mr. Terrazas also conducts internal workplace investigations, advises clients on employment disputes and handles general civil litigation matters. He is a certified workplace investigator with the Association of Workplace Investigators (AWI).

Prior to joining the Brereton Law Office, Mr. Terrazas was responsible for employee and labor relations for a Bay Area public agency with over 1,500 employees.

He accredits his family as the foundation for his life and drives his efforts to make our community a better place to live not only for this generation but also for those that will follow us. He earned a JD/MBA at Santa Clara University, taking classes at night while working full-time during the day and became a member of the California State Bar. Prior to his election to the Santa Cruz City Council, he served as the Chair of the Santa Cruz City Public Works Commission and City Transportation Commission, member of the Green Energy Subcommittee and participated in community housing workshop.



# **MARTINE WATKINS**

### **Vice Mayor** City of Santa Cruz

Vice Mayor Watkins was elected to the Santa Cruz City Council in November 2016 with the commitment to working to improve the quality of life for the community she grew up in.

She has been an active civic leader in the community for over a decade and is currently a Senior Community Organizer at the Santa Cruz County Office of Education. She oversees several youth and family support service programs ranging from cradle to career - by working together with community partners to initiate measures for youth to succeed. Prior to being elected, she also served as a founding board member for Digital NEST and was on the Dominican Community Advisory for Dominican Hospital. Notably, she also served as a member of the County Child Care Planning Council and is a former commissioner of the Santa Cruz City Commission for the Prevention of Violence Against Women.

Martine's goals in public office are to serve Santa Cruz County families by working with community partners to initiate measures for our youth to succeed, creating policies to promote a healthy and thriving lifestyle, and being a voice for social equity issues.

Vice Mayor Watkins obtained her B.A. in Legal Studies from UC Santa Cruz and attended CSU Monterey Bay/Leon and Sylvia Panetta Institute where she received her Master's degree in Public Policy.



# **GEORGE R. BLUMENTHAL**

Chancellor **UC Santa Cruz** 

George R. Blumenthal is UC Santa Cruz's 10th chancellor. He joined the campus in 1972 as a faculty member in astronomy and astrophysics and was named chancellor on September 19, 2007, after serving as acting chancellor for 14 months.

The Blumenthal era has been marked by a commitment to ensuring that the doors of opportunity at UC Santa Cruz are open to all: the number of undergraduate students from underrepresented minorities has increased by 50 percent since Blumenthal took office, nearly half of the entering class in 2016 received Pell Grants, the federal financial aid given to the needlest students—exceeding the UC average of 42 percent, and the percentage of entering frosh who are "first-generation" college students—who will be the first in their family to earn a four-year degree—now regularly tops 40 percent. Chancellor Blumenthal has overseen the expansion of both undergraduate and graduate programs and under his leadership, the campus in 2013 launched its first comprehensive fundraising campaign, The Campaign for UC Santa Cruz. The campus's physical profile has been dramatically transformed during Blumenthal's tenure as chancellor and sustainability has been a top priority.

Blumenthal's appointment as chancellor followed many years as a distinguished professor, researcher, and campus leader. As a theoretical astrophysicist, Chancellor Blumenthal made pathbreaking contributions to our understanding of the origin of structure in the universe, including galaxies and clusters of galaxies, and to the role that dark matter plays in the formation and evolution of this structure. He is a co-author of two textbooks, 21st Century Astronomy and Understanding Our Universe.

Chancellor Blumenthal serves widely on many governing boards, including as vice chair of the California Association for Research in Astronomy, which oversees the W. M. Keck Observatory on the summit of Mauna Kea, Hawaii. In 2017, he was appointed to a seat on the governing board of the California Institute for Regenerative Medicine. He is also a board member of Joint Venture Silicon Valley and the Silicon Valley Leadership Group.

He earned his bachelor of science at the University of Wisconsin-Milwaukee and his Ph.D. in physics at the University of California, San Diego. In 2011, he was awarded an honorary Ph.D. in astrophysics and leadership in higher education from the University of Wisconsin-Milwaukee.



# **MOHAMED ABOUSALEM**

**Assistant Vice Chancellor for** Research, Industry Alliances and **Technology Commercialization** 

Mohamed Abousalem is responsible for the management of UC Santa Cruz patent portfolio and licensing activities along with the development of industry alliances and technology transfer and commercialization programs. In accordance with the IATC mission, he is leading the IATC Office to foster a vibrant, entrepreneurial culture on campus which will accelerate the adoption of UCSC inventions and cultivate sustainable strategic partnerships.

Mr. Abousalem brings to UCSC over 25 years of technical and business management experience. Most recently, he established and built TECTERRA Inc., a not-for-profit innovation support organization supporting start-up and small companies across Canada to develop and commercialize innovative technologies.

He has a B.S. in civil engineering from Alexandria University, Egypt; M.S. and Ph.D. in geomatics engineering from University of Calgary, Canada; and MBA from the Leavey School of Business at Santa Clara University.



# STACY **PHILPOTT**

**Professor and Chair in** Agroecology, UC Santa Cruz

Stacy Philpott is the Ruth and Alfred Heller Chair in Agroecology and Professor of Environmental Studies at the U. of California, Santa Cruz.

She is an agroecologist interested in community ecology, ecosystem services, urban agroecology, and interactions between agriculture, conservation, and farmer well-being.

Stacy has worked for more than 18 years to understand how farm management, the landscapes surroundings farms, product certification, and land tenure influence diversity of insects, plants, and birds on farms, and the ecological interactions among species. She has worked in tropical agroforestry systems in Mexico and Indonesia, annual cropping systems in Nicaragua, and in urban agricultural systems in Michigan, Ohio, and California. She has written more than 120 research articles and book chapters.

# Salinas Valley



The Salinas Valley, known as the "Salad Bowl of the World," produces over \$4 billion per year in fresh produce thanks to its mild climate, fertile soil, and the hard work of its residents. Some of its better-known crops include lettuce, strawberries, broccoli, wine grapes, cauliflower, and spinach, and is also a leading producer of niche crops such as artichokes and kale.

Salinas is dominant player in Agricultural Technology (AgTech) innovation. ACE 10 participants will have the opportunity to hear from and interact with leaders in the public, private, and academic sectors fostering the development of the ecosystem and collaborating on workforce strategies for regional innovation. Inspired by innovation models pioneered in the Silicon Valley, the AgTech ecosystem is led by a consortium of local government, education and workforce training organizations, and the private sector.

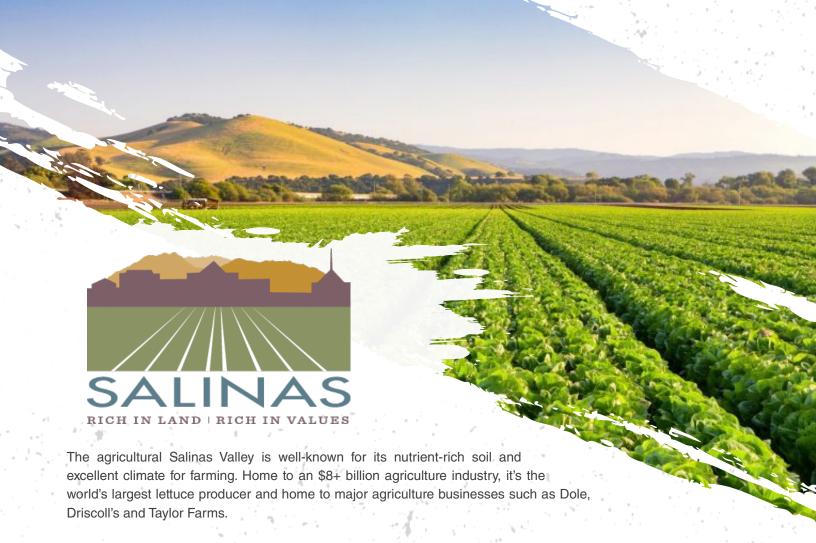
#### **THRIVE and Survive**

The THRIVE Accelerator has worked with 42 companies from around the world, and local businesses work with the more than 50 startup companies located in the Western Growers Center for Innovation and Technology to help companies test and commercialize their products. Hartnell College and other educational partners have developed cooperative programs with employers to match skills training to job openings. Moreover, private businesses have started using the AgTech solutions to conserve resources, increase production yields, and improve food safety.

Visitors will be able to visit the Western Growers Center for Innovation and Technology, located in the newly constructed headquarters for Taylor Farms, located in downtown Salinas. They will also be able to tour the Taylor Farms processing facility in Gonzales, which not only utilizes a number of innovative technologies for the washing, packing, and shipping of the product, but which has also implemented a plant-wide "zero waste" program, and has also made use of wind, solar, and cogenerated power to reduce its environmental footprint.

#### Workforce

The participants will be able to speak with representatives of the Western Growers Center for Innovation and Technology, located in downtown Salinas in the newly constructed headquarters for Taylor Farms. They will also be able to tour a Taylor Farms processing facility and learn about the ways that company makes use of innovative technologies for the washing, packing, and shipping of ready-to-eat fresh products, while also embracing sustainable practices such as the implementation of a plant-wide "zero waste" program, and has also made use of wind, solar, and cogenerated power to reduce its environmental footprint. The participants will also travel to the Santa Lucia highlands, overlooking the Salinas Valley and Pinnacles National Park, to visit Hahn Estates, where they will have the opportunity to learn about ways the wine industry has begun to embrace new technologies while preserving the distinctive art that defines winemaking.



Located just 60 miles south of Silicon Valley, Salinas is also an ideal location for AgTech startups to grow. Salinas entrepreneurs and major Ag companies alike are developing cutting-edge technologies to address some of the world's most critical challenges in sustainability, precision agriculture, renewable energy, and food safety.

From the Western Growers Association's first-ever Center for Innovation and Technology, to the THRIVE Accelerator Program that works specifically with AgTech startups, Salinas has a wide range of programs dedicated to helping AgTech businesses and entrepreneurs succeed.

Salinas has been lauded by Los Angeles Times, NPR, and other national media for its efforts to educate and engage its workforce in its new high-tech economy. What's more, with a rapidly-growing downtown and a low cost of living compared to other California locations, Salinas is increasingly attracting skilled professionals and young talent who want to make their mark in the AgTech space.

#### Follow-up contact

Andrew Myrick, CEcD, EDFP Economic Development Manager, City of Salinas Mobile: (831) 809-8620

#### Website and social media:

www.cityofsalinas.org www.AgTechsalinasca.com www.facebook.com/CityOfSalinas/ @cityofsalinas



### JOE **GUNTER**

Mayor City of Salinas

Joe Gunter was elected as Mayor of Salinas in November 2012. After serving his country in the United States Marine Corps, Joe Gunter returned to Salinas and joined the Police Department in 1969. After 32 years as a Police Officer and Detective, he retired in 2002. Over the years he has served his community in many capacities.

Joe has always been involved in community events and served six years as Director of Security for the California International Air Show. He is now the Past President of the Air Show, having served two years as President. He sits on the Board of the Central Coast Federal Credit Union and is the Chairman of the Supervisory Committee, responsible for reviewing and signing off on millions of dollars in loans. He is a Past President of the Women's Crisis Center for Monterey County and has been a volunteer for the California Rodeo and Alisal youth sports for over 30 years. For many years he was a board member of the Bobby Sox as a coach and served as President of the organization. Joe is the first Police Officer ever elected to the position of Mayor of Salinas.



## **JOHN HARTNETT**

President of SVG Partners and **THRIVE Accelerator** 

Founded in 1926, Western Growers represents local and regional family farmers growing fresh produce in Arizona, California, Colorado and New Mexico. Our members and their workers provide over half the nation's fresh fruits, vegetables and tree nuts, including nearly half of America's fresh organic produce. The WG Center for Innovation and Technology is feeding the world with fewer resources. Never before have farmers faced such intensive regulatory and marketplace demands even as key resources, such as water, become scarcer. To help our members do more with less, Western Growers launched the Western Growers Center for Innovation and Technology (WGCIT) in Salinas, CA. The Center was created to help identify industry priorities, discover technologies to address those priorities, set up testing, facilitate industry feedback and communicate progress to California, Arizona and Colorado fresh produce farmers.

SVG Partners' THRIVE Accelerator is the world's #1 accelerator getting food and agriculture startups to market in lightning speed. We intake startups from around the world every year and support them with investment, top tier mentorship, trial opportunities, and customer introductions from our unparalleled partner network. Every summer we kick off our accelerator with a seed camp pitch day, which culminates in a demo day at the Forbes AgTech summit. In February, we host the thrive AgTech innovation forum in the heart of Silicon Valley, showcasing the top 50 growth stage companies disrupting agriculture, through our annual programs, our mission is to bring together leaders representing technology, government, university research, and the food and agriculture industries to advance disruptive innovation.



### **DENNIS** DONOHUE

**Western Growers Association** Center for Innovation & Technology

As Lead of Western Growers Center for Innovation & Technology (WGCIT), Dennis Donohue drives AgTech initiatives, bolsters innovation programming and spearheads business development at the WGCIT in Salinas, California.

Donohue has been lauded for his leadership in agriculture where he has played a key role in creating innovative business models, identifying new technologies and developing initiatives that integrate AgTech and innovation into the business structure at organizations such as Cultiva Global, European Vegetable Specialties/Royal Rose, River Ranch Fresh Foods, Fresh Express Farms and Fresh Western Marketing.

His dedication to the community and region is unmatched. Donohue's strong civic commitment includes his leadership as Salinas' Mayor from 2006 to 2012 and serving on governing boards at the Grower-Shipper Association of Central California, Salinas Chamber of Commerce, Steinbeck Innovation Foundation and he is the Chairperson of the Grower-Shipper Association Foundation.





### Offer and Looking for:

New partners for product development.

#### Follow-up contact

**Danielle Charters Executive Assistant** Taylor Fresh Foods dcharters@taylorfarms.com (831) 676-9023

#### Website and social media:

www.taylorfarms.com www.facebook.com/YourTaylorFarms @ YourTaylorFarms



During the 1790s, Spanish missionaries recognized the rare soils and favorable climate of the Santa Lucia Highlands (SLH) of Monterey and planted grapevines there. Yet nearly two hundred years later when our founder Nicolaus (Nicky) Hahn and his wife Gaby first purchased land in the Highlands, cattle, sheep and horses ranged over the hills. Vineyards were a secondary concern. Nicky immediately saw that the land he had purchased was destined for greater things than grazing stock. He wasted no time. In 1980, the Hahn's released their first wine from SLH. A mere eight years later, Nicky led the charge to establish SLH as an American Viticultural Area, a dream he saw realized in 1991. Today, Hahn Family Wines, now run by Nicky and Gaby's son Philip, owns and sustainably farms 650 acres of estate vineyards in the Santa Lucia Highlands. SLH enjoys worldwide acclaim for the Pinot Noir and Chardonnay made there.

#### Offer:

Hahn Estate works with innovative AgTech on a small, family run, and sustainable winery. Hahn is looking forward to sharing insight into the practices they are reinvesting in for their own future and the sustainable sector as a whole.

### **Looking For:**

Hahn is currently expanding their chardonnay and pinot noir house brand into luxury sector across the globe and is interested in continuing to educate across sectors on their sustainable wine making practices.

#### Follow-up contact

Jessica Schmidt Tasting Room Manager 831-678-4555

#### Website and social media:

www.hahnwines.com www.facebook.com/HahnFamilyWines @hahnwines



The mission of Hartnell College is "focusing on the education and workforce development needs of communities in the Salinas Valley, Hartnell College strengthens communities by providing opportunities for students to reach career and/or academic goals (associate degrees, certificates of achievement, transfer to four-year institutions) in an environment committed to student learning, achievement and success."

Hartnell has been lauded as among the top community colleges in the country for promoting and achieving success for its underrepresented students in the STEM disciplines. Hartnell has done this, in part, through programs with partners like the University of Santa Cruz Baskin School of Engineering, Naval Postgraduate School, United States Department of Agriculture, Monterey Bay Aquarium Research Institute, and University of California at Davis, among others.

Hartnell's recently-built advanced technology campus in the Alisal District houses its Agricultural Business and Technology Institute, its Sustainable Design and Construction Center, a diesel program, an automotive technology program, a computer science program, and a NASA Science, Engineering, Mathematics and Aerospace Academy laboratory for K-12 students and their families. Hartnell also holds classes at its education center in King City and at numerous off-campus locations throughout Monterey County.

### Offer and Looking for:

We hope this opportunity will bolster the visibility of the college, especially its advancements in the fields of agricultural technology and workforce development. The college would be open to developing in-person faculty exchanges as well as exploring distance education opportunities, in partnership with institutions in the Americas.

#### Follow-up contact

Michele Peregrin Director of Public Grants Development Hartnell College 831-755-6917 mperegrin@hartnell.edu

#### Website and social media:

www.hartnell.edu www.facebook.com/hartnellcollege @HartnellCollege



## CLINT COWDEN

Clint Cowden is the Dean of CTE and Workforce Development at Hartnell College. He has worked in Napa designing vineyard irrigation. In 2003, Clint moved to the Central Valley and started his precision agriculture consulting company. He later worked as lead scientist for J.M. Lord representing Coachella Valley growers in a lawsuit with Metropolitan

Water District. Clint had the opportunity to go to West Hills College as Director of the Farm of the Future after 10 years in the classroom. Clint worked on increasing agriculture technology as a founding member of the Apps for Ag hacka-thons and AgTech Roundtable tasked with increasing broadband access to rural areas. He earned a Bachelor's in Agricultural Systems Management (ASM) followed by a Master's in Agricultural Education from Cal Poly, SLO.



### **JAMES W. BOGART**

Jim Bogart is the President and General Counsel of the Grower-Shipper Association of Central California (GSA), an agricultural trade association representing almost 400 growers, shippers, harvester/packers, processors, cold storage facilities and other businesses affiliated with the agriculture industry in the Central California coastal counties of Monterey, Santa Cruz, San Benito and Santa Clara. As GSA's President, Jim is responsible

for leading the Association's policy and issues management work in many diverse and complex areas, including but not limited to: labor, water, food safety, crop protection, technology and innovation, nutrition and health, air quality, transportation and logistics, land use, and sustainability. As the GSA's General Counsel, Jim provides legal counseling and representation to agricultural employers in virtually all aspects of labor and employment law.

Jim is frequently sought out as a speaker on agricultural issues and labor/employment law topics. He is the author of several publications and articles on agriculture and the law. He was the editor and technical reviewer of the University of California's published text, Labor Management Laws In California Agriculture. His community activities include service on several boards of directors, including but not limited to the Community Foundation for Monterey County, Salinas Valley Chamber of Commerce (Chairman of the Board), California Bar Association (Agribusiness Committee), Monterey County Bar Association (Labor Committee), Ag Against Hunger (Founding Director), Monterey County Agricultural Education (Founding Director), Grower-Shipper Association Foundation (Co-Founder and Incorporator), "AgKnowledge" Executive Leadership and Education Program (Past President and Founding Director), Hartnell College Ag Steering Committee (Founder and Past Chairman), Spreckels Union School District Board of Trustees, Monterey County Legal Services (Founding Director), Community Homeless Solutions (Past Chairman and Member of the Board of Directors), and the Salinas Valley Chapter of the American Cancer Society (Past President).

Jim received his undergraduate degree in 1973 from the University of Southern California (B.A. History). He earned his law degree in 1977 from the University of the Pacific, McGeorge School of Law.

# Monterey

From the City of Santa Cruz on the north to the City of Monterey on the south, Monterey Bay is a real California gem. During their visit to the Central Coast, ACE 10 participants will experience cutting-edge marine research, advances in agricultural technology, and will have the opportunity to see the world-class Monterey Bay Aquarium; with its stunning views of aquatic life, including the underwater kelp forest, that provided inspiration for the moving Finding Dory which was produced by Pixar Animation Studios and released by Walt Disney Pictures.

### **Cutting Edge Marine Research**

The Monterey Bay National Marine Sanctuary and global marine conservation awareness raised by the effort of the world-renowned Monterey Bay Aquarium make the region a hot-spot for innovative policies, practices, and technologies. Connect with researchers and entrepreneurs focused on the blue economy. Meet leading thinkers and policy makers working to sustain and enhance the worlds marine environments.

### Sustainable Tourism and Hospitality

The Monterey Bay region offers compelling tourism and hospitality experiences from local and global providers. Learn from and connect with market leaders in resort, hospitality and culinary development — with particular focus on sustainability minded travelers. Build relationships with leaders in sustainable hospitality, agro-tourism, eco-lux travel, and adventure travel. Connect with community leaders securing a sustainable tourism future for the region.





Layered in history and culture, Monterey boasts California's first theater, first public building (Colton Hall where the California Constitution was written and signed), first public library (established 1849), first publicly funded school, printing press, and newspaper. Once known as the Sardine Capital of the World, immortalized through John Steinbeck novels about Cannery Row, now Monterey is known as the Whale-Watching Capital of the World, Language Capital of the World, home of the world-renowned Monterey Bay Aquarium, and by many for its successful "Monterey Model" municipal-military partnership model.

Monterey is dedicated to being an environmental steward, proud of the thriving hospitality industry, and committed to the values of higher education institutions that call Monterey home. Monterey is a full-service, forward thinking, economically vibrant city encouraging new ideas and innovation that drives a sense of community and provides a high quality of life. Monterey's residents are diverse, multi-cultural, educated, and welcoming. Monterey truly is California's First City.

#### Follow-up contact

Hans Uslar City Manager uslar@monterey.org (831) 646-3760

#### Website and social media:

www.monterey.org www.facebook.com/cityofmonterey @CityofMonterey



# **CLYDE ROBERSON**

### Mayor **City of Monterey**

Elected November, 2014, Clyde Roberson started his teaching career in 1968. He was privileged to teach in Monterey for 35 years. Among many highlights was teaching children of former students, and working with outstanding colleagues, parents, and community.

Clyde is honored to have served 23 years on the Monterey City Council, including three terms as mayor, as well as four years on the Library Board. He started the Neighborhood Improvement Program which has poured \$70 million since 1985 into residential streets, storm drains, sewers, parks, and city wide projects. He created the Historical Preservation and Cultural Arts Commissions. He initiated the hotel moratorium to stop overdevelopment of our coastline.

His priorities are protecting our quality of life, listening to citizens, keeping Monterey safe and solvent, providing services to residents, and preserving our natural and historical beauty. He is committed to fixing the city's aging infrastructure and retaining Monterey's small town feeling. A Member of Mayors for 100% Clean Energy, Mayor Clyde is pleased that Monterey belongs to the Monterey Bay Community Power for Renewable Energy and the Regional Climate Action Compact. A neighborhood newsletter stated: "With unfailing support for neighborhood issues...and a visionary's ability to solve problems with innovative solutions, Clyde has never ceased to support every neighborhood in the City of Monterey."



ocean. The mission is more urgent than ever before. Worldwide, the ocean is in peril, its wildlife and habitats threatened by an ever-increasing pace of human activity. We risk losing vital natural systems that sustain us all and are a source of livelihood and inspiration for humanity. We believe that humankind can turn this tide. The Monterey Bay Aquarium envisions a world in which the ocean is healthy, and people are committed to protecting the integrity of Earth's life-sustaining natural systems. To make this vision a reality, the Monterey Bay Aquarium helps people know more, care more and do more on behalf of the oceans. Its exhibits and programs introduce people from all walks of life to the wonders of the marine world, from Monterey Bay to the vast oceans beyond. As a leader in ocean conservation, the Monterey Bay Aquarium extends its impact by reaching beyond our walls to inspire the public and policymakers to act on behalf of the ocean.





# **JIMMY**

**US Representative** 

Congressman Jimmy Panetta is dedicated to public service and proudly serves California's 20th Congressional District in the U.S. House of Representatives. First elected to Congress in 2016, he was sworn in as member of the 115th Congress on January 3, 2017.

Congressman Panetta represents California's Central Coast, a diverse and beautiful region covering all of Monterey and San Benito Counties and southern portions of Santa Clara and Santa Cruz Counties.

Most recently before his election to Congress, Congressman Panetta served his community as a deputy district attorney for Monterey County, which includes the city of Salinas. In this role, he prosecuted violent gang members to pursue justice for victims, protect families and make communities safer.

Congressman Panetta graduated from the University of California at Davis with an undergraduate degree in International Relations and received his law degree from Santa Clara University.



### **MARGARET SPRING**

VP Conservation & Science and Chief **Conservation Officer** Monterey Bay Aquarium Research Agenda and Seafood Watch Program



To support the eco-system and the needs of innovators, investors and industry, Think Beyond Plastic operates an Innovation Center with a network of Regional User facilities for design, testing, characterization and prototyping. The flagship user facility is in California, in partnership with California State University at Monterey Bay. Other facilities opening soon are in Germany, Indonesia, East Africa and Southern Europe.

Think Beyond Plastic has strategic relationships with the Ellen MacArthur Foundation, UN Environment, European Commission, World Economic Forum, SKY News, BBC and others.

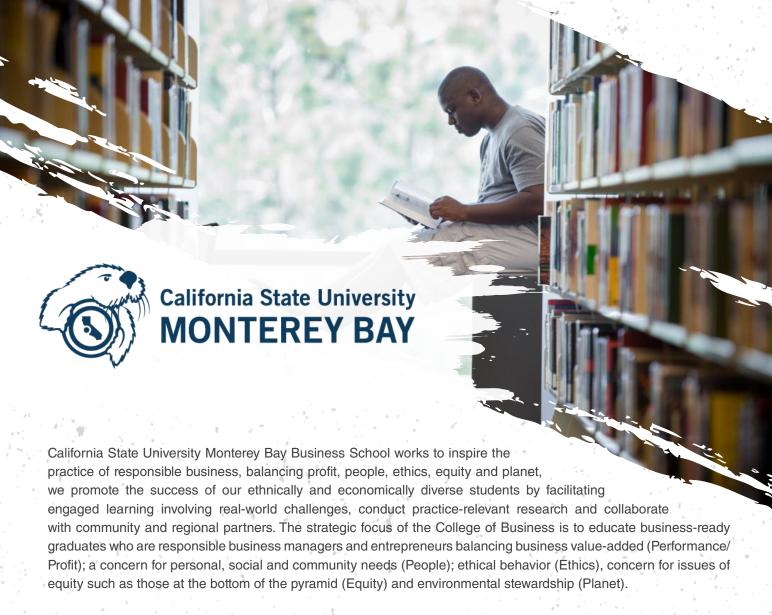
#### Website and social media:

www.tbpinnovate.com www.facebook.com/thinkbeyondplastic @TBPInnovate



## **DANIELLA RUSSO**

Founder and CEO **Think Beyond Plastics** 



The College's business area foci include Agribusiness, Sustainable Hospitality Management, Business Entrepreneurship and Social Entrepreneurship.

#### Website and social media:

csumb.edu/business www.facebook.com/COB.CSUMB/ @COB CSUMB



# DR. SHYAM **KAMATH**

Dean **CSUMB Business School California State University Monterey Bay** 



to identify water deficiencies in tomato fields. Using drones allowed the Bowles to detect enough water leaks on their tomato crop and moisture variation in the soil. As the Federal Aviation Administration eased regulation for operators of commercial drones, they could become even more attractive tools for farmers enabling them to directly diagnose deficiencies not only in water but also in nutrients, and even detect the presence of pests on their crops.



#### Offer:

We are interested in building and strengthening new business-to-business collaborations with other countries particularly in the areas of agriculture and food production such as organic and specialty foods.

This is an opportunity for us to meet with key individuals in trade and research to learn how as a small community we can better prepared and engage ourselves in new partnerships and pathways that lead to assisting our businesses, growing new businesses and/or attract niche businesses looking to be on the west coast.

### **Looking for:**

Los Banos heritage is built on immigrants who risked their livelihoods to settle in the area, create a community and build businesses. The City also has a priority to help its local businesses as well as new emerging businesses to tap new opportunities to build strong and growing businesses, sharing innovative practices and tapping new markets. We believe we can learn from ACE Group new opportunities in business, markets, trends and trade.

#### Follow-up contact

Stacy Elms Director Los Banos Community & Economic Development Department stacy.elms@losbanos.org 209-827-7000 x133

#### Website and social media:

www.losbanos.org www.facebook.com/City-of-Los-Banos-Community-Economic-Development-205420449561802/



## MIKE VILLALTA

Mayor City of Los Banos

Los Banos Mayor Mike Villalta is a lifelong resident and local business owner. In 2006, Mayor Villalta was elected to the Los Banos City Council, and has served as Mayor since 2010. He was employed with the Los Banos Unified School District for 31 years as an elementary and secondary teacher, Assistant Administrator/Counselor and Principal at Los Banos Junior High, and the District Director of Human Resources. His community service includes 33 years in the Los Banos Rotary Club. For the past 36 years, Mayor Villalta and his wife Leslie have owned and operated their custom picture framing business in downtown Los Banos. He holds a Bachelor of Arts degree and teaching credential from College of Notre Dame, and a Masters degree in Educational Administration from the University of San Francisco.



# **CANNON** MICHAEL

President **Bowles Farming Company** 

Cannon Michael is the President/CEO of Bowles Farming Company. He is the 6th generation of his family to work in the family farming business. A graduate of the University of California at Berkeley, Cannon joined the company in 1998. Cannon became the President and CEO in 2014 after his uncle Philip Bowles retired. Cannon is an advocate for California agriculture and intelligent water policy. Environmental stewardship, ethical treatment of workers and sustainable production are core values for Cannon and the Bowles Farming Company team. The farm grows 20+ crops and employs both conventional and organic farming practices.

Cannon is active and engaged in California water and agriculture issues - he serves as the Chairman of the San Luis & Delta Mendota Water Authority, as a director on the Water Education Foundation Board, as a director on the San Luis Canal Company Board, as a director on the Henry Miller Reclamation District Board, as the president of the San Luis Resource Conservation District Board, as a director for the Center for Land Based Learning, advisory board member for UC Davis Agricultural Sustainability Institute (ASI), advisor to Terravion and WaterBit (two technology startup companies), as a director for the Family Farm Alliance, as Treasurer for the Exchange Contractors PAC, as a director of the Cotton Incorporated Board, and as director and past chairman of the California Cotton Growers Association. He was also appointed by Governor Brown to the Merced County Designated Local Authority, a governing board responsible for winding down the affairs of dissolved local redevelopment agencies in Merced and Los Banos.





The City of Fresno is in the heartland of California's Central Valley, close to the geographic center of California and in proximity to nearly all of the state's major cities and well-known destinations. Fresno has a diverse population of 522,053, making it the 5th largest city in the state, 34th nationally, and the most populous city in California's Central Valley.

#### More Than Just California Raisins

Fresno is one of the largest agricultural regions on earth and seen as the economic hub for the eight-county San Joaquin Valley region, an area known as "The Food Basket of the World." The Fresno County Department of Agriculture reports Ag production totaled \$6.18 billion in 2016, compromised of nearly 400 commodities and exporting to 93 countries, making it one of the most productive agricultural centers in the country. Fresno is recognized as a global producer of almonds (with over 126,000 acres), and a significant producer of grapes, poultry, cattle, and tomatoes. Half of the world's raisin supply comes from the area.

### **Innovation and Entrepreneurship**

Participants will get a taste of what makes this ecosystem so robust during a lunch and tour at California State University, Fresno (Fresno State). The campus features a 1,000-acre agricultural laboratory that provides students and staff hand on access to the nation's most diverse agricultural areas, maintained by students, staff, and faculty. Participants will also meet with the Fresno Food Expo, providing a platform devoted to highlighting the area's robust and innovative food community.

### Aquavita

The tour will be lead in collaboration with the International Center for Water Technology (ICWT) at Fresno State, which hosts numerous startup and entrepreneurship partnerships through their Water Energy Technology (WET) Incubator Center, Center for Irrigation Technology, and BlueTechValley Innovation Cluster. Water is a finite resource. Responsible management requires the inclusion of all stakeholders to determine appropriate long-term use and allocation. While the program targets opportunities and issues within the San Joaquin Valley region, solutions and experiences are applicable worldwide.



### **Tech Education**

With its proximity to Silicon Valley, the Central Valley is one of the fastest growing tech hubs in the country as well. Fresno's burgeoning tech sector includes efforts lead by Bitwise Industries, recognized as the mothership of technological education, collaboration and innovation in Fresno. Recent downtown additions in the tech sector include the Product Incubator (PI) Shop, an incubator space providing high-level product and business development assistance through non-profit partner Blue Dolphin Design and Engineering.

Featuring numerous startups operating in renovated historic buildings and a renowned coding school called Geekwise Academy, Bitwise Industries central Downtown Fresno location will be the next stop of the tour following Fresno State. Participants will get a chance to tour the facility and network with the local leaders spearheading the tech charge in Fresno.

### Highspeed Rail

The Central Valley, especially Fresno County, is at the epicenter of high-speed rail (HSR) in America. There are currently over 20 active construction sites with over 2000 construction workers building the nation's first high-speed rail system. Fresno is also a candidate for the HSR heavy maintenance facility and continues to align local stakeholders to take full advantage of the economic opportunities presented by this significant project. Upon completion, the California High-Speed Rail system will connect San Francisco to Los Angeles allowing travel between the two cities in under three hours. The tour will feature an overview HSR's significant impact to the region's continued economic growth.

### **Culture and Entertainment**

Participants will experience Fresno's strong cultural ties to Latin America through festivities during the dinner reception at Arte Americas Latino Cultural Arts Center. Located downtown, the facility celebrates the San Joaquin Valley's sizeable Hispanic population through art exhibitions and concerts. The Center will feature October festivities for Dia de Muertos (Spanish for "Day of the Dead"), a multi-day Mexican holiday known for colorful celebrations that include festivals and parades for loved ones who have passed on to help support their spiritual journey. The reception will showcase locally grown products from the agriculturally-centric area.



### LEE BRAND

Mayor City of Fresno

Lee Brand is the 25th Mayor of the City of Fresno, sworn into office on January 3, 2017. He is the former President and cofounder of Westco Equities, Inc., a property management/construction firm which he has owned and operated for the past 29 years. He is a licensed Real Estate Broker, a licensed General Contractor and a Certified Property Manager (C.P.M.) Lee has served as Council President, Chairman of the Redevelopment Agency and as a Commissioner on the Fresno City Planning Commission. During his eight years representing District 6 on the City Council, Lee has authored and successfully passed over twenty legislative initiatives which regulate fiscal responsibility, accountability, and transparency, in addition to such initiatives as the Reserve Management Act, the Better Business Act, and City Debt Management Policies. Lee graduated from Fresno State University and completed his education at USC with a Master's Degree in Public Administration.



# LEE ANN **EAGER**

President/CEO Fresno County Economic Development Corporation

A fourth generation Fresnan, she graduated Summa Cum Laude from California State University, Fresno with a degree in Criminology where she was awarded the Dean's Medal. Ms. Eager also earned her doctorate of jurisprudence from the University of California, Davis School of Law.

Ms. Eager joined the EDC in September 2009, responsible with guiding economic development and growing Fresno County's thriving economic base. This broad base of work includes attracting investment to the area, business recruitment and retention, housing, retail, and public policy initiatives, as part of the region's vision to create an economically powerful region. Through her leadership the EDC has developed economic research through leadership, monitoring trends and economic and political developments, forecasting major economic indicators, developing publication products, communicating the results of analyses, and establishing the EDC as a thought leader on issues of economic impact.

Ms. Eager plays a key strategic and leadership role within Fresno County's economic landscape, working with stakeholders within the private, public, philanthropic and academic sectors—nationally and internationally. She's developed a strong reputation as an advocate for policies that promote and advance the business community and economic growth.

Ms. Eager's economic advocacy work is also recognized through a variety of Board seats including the Fresno Chamber of Commerce, Fresno Regional Workforce Development Board, and Access Plus Capital. Ms. Eager is also the co-chair of the California Central Valley Economic Development Corporation, which represents all eight counties in the Central Valley, as well as her appointments to the Governor's Advisory Council on International Trade and Investment, the California Partnership for the San Joaquin Valley and most recently the State Workforce Development Board.



## **ALICIA** RIOS

**Director Center for International Trade Development, State Center Community College District** 

Alicia Rios serves as the Director for Fresno's CITD. Ms. Rios began her career with the CITD in 1999, serving a duel role as a California-Mexico Trade Assistant and a Program Development Assistant. She was responsible for the implementation of the California-Mexico Trade Assistance grant activities and also pioneered the development of many of the same export training programs offered today. In 2001, Ms. Rios became the International Trade Specialist and served in that capacity until 2013, when she was appointed as the Director of Fresno's CITD, replacing longtime past Director Candy Hansen-Gage.

Ms. Rios has personally coordinated and monitored over 30 grant application processes; obtained over \$3 million in federal and state grants in 2016-18 to fund CITD programs; and over the last 10 years, coordinated over 30 statewide international buyer's programs each year in cooperation with various federal and state agencies, resulting in \$45 million in export sales. As an export consultant to more than 300 California companies, she has also led several high-profile trade missions that have established long-lasting and beneficial partnerships, both domestic and abroad. Ms. Rios serves as the lead CITD in coordinating, facilitating and reporting program activities between WUSATA, CDFA, other California CITDS, and agricultural associations.

Ms. Rios is a graduate of California State University, Fresno, where she received her bachelor's degree in Business Administration with an emphasis in International Business.



opened to 150 hopeful students. Today, the student population is more than 25,000 and the University has garnered national attention for its rise in college rankings.

With majors in 66 bachelor's, 44 master's and three doctoral subject areas, Fresno State has come a long way from its modest beginning.

Nestled in the center of California, in one of the richest agricultural valleys on the planet and one of the most culturally diverse regions in the country, Fresno State is a place where students grow from high-impact practices.

This is a fertile place to boldly equip and empower our students for success. And the success of our students - the next generation of leaders in our region and beyond – is of utmost importance.

To date, more than 180,000 graduates — and thousands of others who have had a Fresno State educational experience — have migrated to every state in the nation and across the globe. They are prominent leaders, innovators and critical thinkers in every industry, transforming our region and communities across the world.



# JOSEPH I. CASTRO, PH.D., M.P.P.

President, California State University,

Joseph I. Castro has served as the eighth president of California State University, Fresno since 2013. He is the first Californian and first Valley native to serve in this position. In 2017, Fresno State was ranked Number 17 in the nation by Washington Monthly and recognized by U.S. News and World Report as one of the nation's leading public universities for graduation rate performance.

Dr. Castro is a Professor of Educational Leadership in the Kremen School of Education and Human Development. He is a gifted scholar in the fields of leadership and public policy who has mentored hundreds of other scholars and practitioners, including many other university presidents and senior officers.

Prior to his appointment as President, he served as Vice Chancellor of Student Academic Affairs, and Professor of Family and Community Medicine at the University of California, San Francisco (UCSF) from 2006-13. UCSF is widely recognized as the leading health sciences university in the nation. Dr. Castro led UCSF's programs that served the academic and health care needs of its talented and diverse students. Earlier in his career, he held faculty and/or administrative leadership positions at four other University of California campuses – Berkeley, Davis, Merced and Santa Barbara.

Dr. Castro received a B.A. in political science and M.P.P. in public policy from the University of California, Berkeley and Ph.D. in higher education policy and leadership from Stanford University. He has also successfully completed two advanced seminars on presidential leadership at the Harvard University Graduate School of Education.

Dr. Castro serves on a number of boards, including the WASC Senior College and University Commission, Mountain West Athletic Conference Board, Stanford University Graduate School of Education Advisory Council, James Irvine Foundation Leadership Award Selection Committee, and Hispanic Association of Colleges and Universities' Governing Board.

Dr. Castro's leadership has been recognized by many different organizations. In 2018, the California State Student Association named him as CSU President of the Year. In 2017, he received the Mayor of Fresno's Community Partnership Award. In 2016, he received the Alumni Excellence in Education Award from the Stanford University Graduate School of Education and the Ohtli Award, which is the highest honor granted by the Government of Mexico to leaders in the United States. In 2014, the UC Berkeley Richard and Rhoda Goldman School of Public Policy selected him as Alumnus of the Year. Dr. Castro received the University of California Student Association's Administrator of the Year Award and the Martin Luther King, Jr. Award from UCSF in 2010.



# **THOMAS ESQUEDA**

Vice President for Water and Sustainability, California State University

Thomas Esqueda took the position of Fresno State's first Associate Vice President in Water and Sustainability. Esqueda's goal is to contribute to the efforts of making Fresno State a "Water University," and plans to do so through leading water and sustainability programs across the campus and throughout the community. He will also assist in coordinating academic research and outreach activities that bring critical water and sustainability issues to the front in the Central Valley.

In addition to these efforts, Esqueda will also work diligently to lead in the building and enhancing of partnerships with stakeholder agencies and other community organizations that are dedicated to promoting the sustainability of the environment.



learning. The College seeks to enhance the ability of students to be successful in their chosen careers and to make positive contributions to the quality of life in their communities. The Jordan College maintains an enrollment of approximately 2,500 undergraduate and 100 graduate students from

diverse backgrounds up and down the state of California, as well as from nations across the globe. On campus and throughout the community, our students engage in learning science, technology and management not just in the classroom, but by experience - on our 1,000-acre on-campus University Agricultural Laboratory. And these are not the only activity opportunities: Students enjoy active lifestyles on campus through social and athletic events and gain a sense of community by participating in more than 250 clubs and organizations, including more than 30 within the Jordan College of Agricultural Sciences and Technology.



Since 1980, the Center for Irrigation Technology (CIT) has been the leading independent testing laboratory and applied research facility for the irrigation industry. With state-of-the-art indoor and outdoor testing facilities, CIT works with the public and private sector to advance irrigation technology, water/energy management practices, and equipment standards. All activities reflect the need to integrate agricultural, environmental, and urban concerns.



### SARGE GREEN

Interim Director, **Center for Irrigation Technology** 

Sarge Green is a water management specialist with the California Water Institute at California State University, Fresno. He facilitates a collaborative effort to manage water resources in the San Joaquin Valley through integrated regional water management planning. Green is also assisting two San Joaquin Valley counties in developing groundwater ordinances designed to assure availability of groundwater for County users while also comporting with the goals of the State of California's new groundwater law. He served as General Manager of Tranquility Irrigation District in western Fresno County for 18 years, and also worked for 13 years at the California Regional Water Quality Control Board. Currently he is a member of the California Water Quality Monitoring Council and serves as the Chair of the "Clean Water Subcommittee" for the Association of California Water Agencies.



The WET programs and services can assist entrepreneurs and innovators in every step of their journey. The multitenant facility is available to water, energy, and agriculture technology entrepreneurs from around the world. The WET staff is dedicated to supporting entrepreneurs and creating a rich culture of collaboration, community, and connections.

Situated on the California State University, Fresno campus, the WET provides working and meeting space, access to a robust industry network, incubation and accelerator programs and a collaborative environment to water, energy, and agricultural technology companies in various stages of development. Additionally, it serves as a soft-landing spot for companies looking to establish a presence in California's Central Valley, also known as the BlueTechValley.



The Valley Ventures Accelerator is a program offered by the Water, Energy and Technology Center. Its main goal it to help promote the growth of participating ventures. Whether that be involving students, staff, and faculty or setting up a company's technology on the 1,000 acre farm. It all starts with Fresno State's strong focus on real world agricultural issues and the involvement with private industry partners. With such a focus on leveraging academic and public resources for the development of the agricultural, water, energy nexus, Fresno State will continue to be an instrumental institution for Valley Ventures.

Throughout the program, companies will receive close engagement with entrepreneurs and industry leaders in the agriculture, water, and energy technology space. Our mentors and speakers come from a variety of backgrounds ranging from successful founders who have built and sold companies, to experienced investors well versed in the agriculture tech space, to seasoned executives who run or even own some of the largest agriculture related firms in the nation.



In 2011, the BlueTechValley Initiative was established in Fresno - the heart of Central California's San Joaquin Valley home to a number of rural and urban communities, boasting a unique ecosystem that sustains a robust culture of water innovation. The San Joaquin Valley is the BlueTechValley. Its water-scare climate fuels the need for extreme water efficiency, making it the ideal place to test, develop, and commercialize new technology.

The purpose of the BlueTechValley Initiative is to spur growth and help turn entrepreneurial visions into real-world solutions for managing our finite resources: water and energy.

BlueTechValley activity is centered on The Water Energy and Technology (WET) Center. Located on the campus of Fresno State, The WET Center provides entrepreneurs and innovators the ability to test new products and to also access business and industry support systems to aid in the commercialization of new technologies.

Offer: The WET Center is an active participant for many visiting delegations. The center has assisted at least one company with a relocation and/or expansion from Chile.

Looking for: The goal of the WET Center's participation in the ACE 10 delegation will be to locate partners for research exchanges, create business and investment opportunities for WET Center/ICWT and associated businesses in water, energy and agriculture technology.

#### Follow-up contact

Ismael D Herrera Interim Executive Director Office of Community and Economic Development, California State University, Fresno isherrera@csufresno.edu 559-278-0519.

Helle Petersen Program Manager, Water, Energy and Technology Center, California State University, Fresno hellep@csufresno.edu 559 278 4541

#### Website and social media:

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# HELLE **PETERSEN**

Program Manager, Water, Energy and Technology Center, California State University, Fresno

Helle Petersen joined the Water, Energy and Technology Center (WET Center) at Fresno State in 2011, where she currently serves as program manager. She has actively worked in innovation and entrepreneurship for most of her career, first as a part of the Central Valley Business Incubator and later at Fresno State and the WET Center. In her role at the WET Center, Petersen works closely with federal, state, and local funders to support the WET Center's mission supporting water, energy, and agricultural technology companies and to contribute to regional economic development.

As project manager for the BlueTechValley Innovation Cluster, she is deeply involved with building a robust regional ecosystem to better link, convene, and support entrepreneurs and innovators on the path to commercializing new technologies. The BlueTechValley Innovation Cluster program is a six-year project funded by the California Energy Commission.

Petersen was also instrumental in securing funding to develop the first water, energy, and agricultural technology focused accelerator in the San Joaquin Valley. Valley Ventures, is now an integral part of the WET Center's programs for entrepreneurs and has attracted companies from around the world.



Established in 2000, the Office of Community & Economic Development at Fresno State connects the University to the community throughout the eight counties of the San Joaquin Valley. We connect the community to the resources of Fresno State, through data, research, industry insights, and connections to collaborators, investors, researchers, affiliates, and new markets.

We administer the California Partnership for the San Joaquin Valley, San Joaquin Valley Rural Development Center, San Joaquin Valley Housing Collaborative, San Joaquin Valley Regional Broadband Consortium, and the Community and Regional Planning Center located on the Fresno State campus.

We have a history of collaboration with numerous partners, both on the Fresno State campus, in Fresno and its surrounding communities, and across the San Joaquin Valley. Each partner is committed to this region and contributes to the effort for aligning economic development strategies and maximizing regional impact.



# ISMAEL D. HERRERA, JR.

Interim Executive Director, Office of Community and Economic **Development, California State** University, Fresno

Ismael D. Herrera, Jr. is Interim Executive Director of the Office of Community and Economic Development at Fresno State. He contributes to the development of university-led activities that align Fresno State's assets to regional initiatives aimed at improving the quality of life and economic competitiveness of the San Joaquin Valley. Ismael helped launch the nationally-recognized San Joaquin Valley Rural Development Center in 2010 which serves as a "one-stop hub" for rural local governments, nonprofits, school districts, entrepreneurs and small businesses, and residents to access a wide range of technical assistance, training, specialized services, and resources to ensure their needs are met efficiently, effectively, and affordably.

Ismael is currently one of twenty-five people at Fresno State participating in President Joseph I. Castro's inaugural President's Leadership Academy. He is also one of twenty-five people in North America participating in the 2018-2019 Business Alliance for Local Living Economies (BALLE) Local Economy Fellowship.

Ismael formerly served on the Mendota Unified School District Board of Trustees and currently represents rural west Fresno County on the Fresno County Board of Education. He also serves on the City of Kerman's Recreation and Community Services Commission.

Ismael earned two Bachelor's degrees in Sociology and Chicano/Latino Studies from the University of California, Irvine and a Master's degree in Education Policy and Management from the Harvard Graduate School of Education.



Bitwise Industries has built, opened, and leased more than 60,000 square feet - six floors - three buildings of long-forgotten space in downtown Fresno. More than 200,000 square feet – eight floors – one rooftop amphitheater - 28 residential units - three buildings are currently underway. Each square foot inches us closer to a 2.5-million-square-foot technology campus that will house more than 1,000 companies, livelihoods, and solutions, not to mention 250,000 new tech jobs in Fresno.



Thousands of people – students of all ages – have learned real-world technology skills via Geekwise Academy. Through this accelerated training program, more than 5,000 people have built websites, learned to code, developed apps, started companies, and created technology used across the Central Valley and around the world to solve problems. These people and companies make up the Bitwise community, where Fortune 500, local startup, and everything in between, geek out side by side. In other words, a whole lot of education.



Through Shift3 Technologies, Bitwise industries built software that is making tangible advancements where it matters most. Tapping into Shift3's expertise in custom software development, organizations are enabled to address some of the biggest issues facing our society and enact concrete change. By using our technology to focus on homelessness, recidivism, addiction and the like, we're putting our money where the community is.

### Offer and looking for:

The technology companies located on the Bitwise campus play a crucial role in our region's innovation and entrepreneurial ecosystem, and we plan to share what we have learned through experience with ACE participants. This interaction will encourage new partnerships and establish collaboration opportunities with organizations we have not worked with prior to this experience.

#### Follow-up contact

Sal Lucatero **Executive Assistant** 559-312-5206 slucatero@bitwiseindustries.com

#### Website and social media:

www.Bitwiseindustries.com www.facebook.com/BitwiseFresno @BitwiseFresno www.shift3tech.com www.geekwiseacademy.com www.hashtagfresno.com



# IRMA OLGUIN, JR.

CEO and co-founder **Bitwise Industries** 



As CEO and co-founder of Bitwise Industries, Irma Olguin Jr. oversees the company's operations teams, as well as technology-focused training program, Geekwise Academy, and software development firm, Shift3 Technologies. A main component of her role is ensuring the company's fidelity to mission, strategy, and long-term goals.

At 17 she moved to Ohio to study at the University of Toledo, earning a bachelor's degree in computer science and computer engineering, along with a minor in business. Computers, she admits, were a shock to everyone -- including her. Irma often recounts the tale of ending up in that profession by accident (by choosing the shiniest building in the course catalog, then later learning it was the College of Engineering). Her days and goals now revolve around the idea that accessing life-changing opportunities doesn't have to be quite so accidental.

The path she's paved is evidence of her mother's guiding advice, "Make a decision and make it work." In 2010, Olguin created 59DaysOfCode, a software development competition to highlight and encourage the Central Valleys tech industry. A year later she cofounded Hashtag, an open workspace for designers, developers, and entrepreneurs to collaborate. And in 2013, she co-founded Edit LLC to solve efficiency and data issues in the agricultural industry. In 2012, over a Red Bull (her) and gin and tonic (him) with her IP attorney, the decision was made to build a company focused on strengthening the tech industry in Fresno, leveraging it as the economic driver that could remake a city.

The best part of all of her ventures, according to Olguin, is figuring out what people are good at and the role they are best suited for. Adjusting the world such that more good people can spend their time doing good work and less time worrying about how to put gas in the tank is, she says, the only way she knows to save the world.



# **JAKE** SOBERAL

#### CEO and co-founder Bitwise Industries

As CEO and co-founder of Bitwise Industries, Jake Soberal leads the organization in vision casting, real estate development, new and strategic initiatives, and rallying people around the Bitwise vision.

Raised in Clovis, Calif., Soberal grew up wanting to be president of the United States, a dream he admits, that never really died. The immediate application of that drive became serving the Central Valley by creating opportunities that allow folks from all walks of life to enjoy prosperity in it.

Soberal earned a dual degree in history and political science from the University of North Carolina at Chapel Hill. He holds a JD from Western State College of Law, and, prior to co-founding Bitwise Industries, practiced intellectual property law at Walter & Wilhelm Law Group in Fresno.

In 2012, over drinks near his Tower District home, an aha moment was had. While meeting with his client, Irma, the two decided to build a company focused on connecting the missing pieces of Fresno's tech industry, and leveraging it as the driving force to rebuild the city.

The same year, he helped Creative Fresno launch the Boomerang Project, an initiative aimed at reversing the city's braindrain issue by connecting high-level jobs in the region with talented individuals who'd moved away thinking they couldn't achieve success. Shortly thereafter, he helped to launch the "I Believe in Downtown" campaign, focused on garnering grassroots support for the redevelopment of downtown Fresno and investment in Fulton Street.

The belief that we all have gifts to contribute and the obligation to use them for the betterment of our neighbors is central to Soberal's faith and motivation. He is currently an advisory board member for 59DaysOfCode and sits on the board of the Downtown Fresno Partnership and Neighborhood Industries. The endeavor closest to his heart is Hamilton K-8, where he and a group of neighbors serve and resource the school in hopes of improving the connectivity and quality of life for its families.



To that effort, The Pi Shop has a fully equipped shop containing CNC machines, 3D Printers, welders, conventional shop machines and other tools. This space is meant for the development, prototyping and limited production of product ideas.

What also sets The Pi Shop apart from other incubators is that its staff includes a full time Engineer in Residence and a Grant Writer. The Engineer in Residence manages the work load and machine supervision/training of the shop area and as well as providing DIY engineering assistance. The Grant Writer provides assistance to members in their efforts to write successful grant proposals such as SBIR and STTR grants.

A recipient of a U.C. Merced Innovation and Entrepreneurship Grant, The Pi Shop is an extension of the Venture Lab of U.C. Merced. We have a partnership with the regional law firm of Coleman & Horowitt who will provide legal services for member business and the regional accounting firm of Sensiba San Filippo providing accounting services.

#### Offer and looking for:

Central CA Pi Shop is a technology incubator partnered with universities, to provide an innovation platform for new and existing businesses, industry sectors, and investors to collaborate. It supports innovative expansion, growth of nascent entrepreneurs and technology commercialization through the sharing of best practices, facilitation of resources, provision of technical assistance, and recruitment of investment capital.

#### Follow-up contact:

Mark Jackson **Executive Director** Pi Shop 5594815004 mark.jackson@bluedolphinengineering.com

#### Website and social media:

thepishop.org www.facebook.com/pages/category/Nonprofit-Organization/The-Pi-Shop-1813322502299344/ @ThePiShop2



Mark Jackson is the founder and President of Blue Dolphin Design and Engineering, Inc. A graduate of the Mechanical Engineering School at California Polytechnic State University, San Luis Obispo, he has often said that, "every day we are one idea away from changing the world." His belief in this concept led him to start Blue Dolphin. Throughout his career, Mr. Jackson has gravitated towards creation of the new and state of the art. Prior to starting Blue Dolphin, Mr. Jackson spent 17 years as an engineer at various companies in a variety of industries including: Abex Aerospace Division where he developed Hydraulic Axial Piston Pumps and Actuators for the Space Shuttle, the Stealth bomber and Boeing aircraft; Sunrise Medical® (Quickie®) where he designed the industry's first Titanium Alpha Alloy wheelchair and the world's first composite wheelchair; and Keiser® Sports where he designed one of the world's bestselling Aerobic Fitness bikes: the Power Pacer®. His innovative thinking has led to several patents and many new products including: Rex EMS, LLC RexONE™ – patented design and winner of the 2010 EMS World Expo Innovation of the Year award; Sunrise Medical® Quickie® Pulse™ – patented suspension for the Pulse™ power wheelchair; Raindrip® – Simple Drip™ products – the original Clamp and Pierce system, and the In-line Hose Thread Filter / Regulator; and McLellan Industries – Control by Wire Roll/Pitch/Yaw Hydraulic Manipulator for Mill Liner Handlers.



California. Its focus is on the ability of art to be both culturally specific and universally understood. The exhibits and events are culturally educational and family-friendly, featuring local and international artists whose talents celebrate the eclectic variety of cultural artforms, such as visual arts, dance, literary arts, summer concerts.

Frank L. Delgado **Executive Director/Chief Curator** 

Carissa Garcia Executive Director/Chief Curator

#### Website and social media:

arteamericas.org www.facebook.com/arteamericas @arteamericas



Established in 1950, the Almond Board of California administers a grower-enacted Federal Marketing Order under United States Department of Agriculture supervision, which operates under a board/committee structure similar to a non-profit industry association. The Board represents approximately 6,800 almond growers and 100 almond handlers (processors). According to USDA's 2012 Ag Census, 91% of almond farms are family-owned and the majority of growers and handlers are multigenerational. The Board's mission is to make California Almonds essential to customers and consumers worldwide through innovative research, market development, food quality and safety programs, and industry support.

The Almond Board-is research centric and funds array of research in areas that include: Nutritional benefits; Growing practices; Environmental issues; Food safety; Consumers; and Markets. The Almond Board is financed through an industry assessment which supports research, quality/food safety programs, and market demand growth around the world.

### **Mating Disruption Insect Control with Precision Almond Orchard Management**

Hosted by the Almond Board of California, this field visit highlighting mating disruption insect control integrated in a precision network system also used to monitor and manage orchard status in several key areas like irrigation, disease pressure and frost threat.

The current use and development of mating disruption as a control tool for navel orangeworm (NOW) is an illustration of a long-term and successful collaboration between USDA-ARS, UC, UC Cooperative Extension, the Almond Board of California and the private sector. Mating disruption is dispensing synthetically produced sex pheromone which floods an area such that mating is disrupted and reduced. It has the benefit of being an effective non-insecticide tool. The

key component of the NOW pheromone was first identified by USDA researchers in 1978, and this effort was funded in part by the Almond Board of California. Shortly after this, using laboratory scale amounts, USDA researchers demonstrated the potential for disruption in the field. Coming up with an effective way to dispense the pheromone was a challenge, but in the 1990's a UC researcher, funded by the Almond Board, demonstrated success using "puffers" - which were actually air freshner dispensers used in commercial bathrooms. In the 2000s, researchers at USDA and Wonderful orchards demonstrated NOW damage reduction in larger commercial orchards using the puffer approach and in 2005, Suterra obtained the first registration utilizing the pheromone-puffers. Today there are now three companies, Suterra, Pacific Biocontrol, and Semios which offer mating disruption using puffers. Another company, Trece, has developed a more conventional wafer dispenser and it just got registered for conventional and organic use.

#### Follow up contacts:

David Haviland UC Cooperative Extension Kern County (661) 868-6215 dhaviland@ucdavis.edu

Jhalendra Rijal UC Cooperative Extension Stanislaus County (209) 525-6811 jrijal@ucanr.edu

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120 The 10th Americas Competitiveness Exchange

The ACE 10 in Northern California



Sacramento is the Capitol City of the world's fifth largest economy, the epicenter of leadership in technology, sustainability, and mobility among other forward-looking policy and investment initiatives. The city is home to the Golden 1 Center, the most sustainable sports arena in the country and the most technologically advanced indoor sports and entertainment venue in the world. Sacramento is also focused on developing a thriving ecosystem for start-ups and growing businesses across all industries, supported by new public-private investments in facilities, services, equipment and an online resource hub connecting communities across the region (urban and rural).

### "Kings" Of Economy

In Sacramento, Capitol City of the world's fifth largest economy, participants will have the opportunity to see the Golden 1 Center, home to the National Basketball Association (NBA) basketball team, the Sacramento Kings. The Golden 1 Center is also an example of an urban revitalization project in the works. The Center was the first indoor venue to receive LEED Platinum certification. Golden 1 Center is the world's most connected indoor sports and entertainment venue. The WiFi at Golden 1 Center, as well as the public plaza and Downtown Commons (DOCO), is over 17,000 times faster than the average home Internet connection, with the ability to handle more than 225,000 Instagram photo posts per second.

### **Feeding The Crowd**

The Golden 1 Center procures 73% of its food from local sources, reflecting the region's Farm to Fork values and economy. The food and agriculture economy has an economic impact of more than \$7 billion in the Capital Region.

### **Shaping The Landscape**

Los Rios Community College District is the second largest community college district in the State of California and houses the Center for International Trade and Development. The region is also home to Sacramento State University. As California's capital campus, Sacramento State shapes both the political and economic landscape of the area.

### A Hive For Startups

Participants will have the opportunity to interact with ecosystem leaders at the Urban Hive; a facility ranked the #4 coolest co-working space in the U.S. in December 2017 by Pace Magazine. The Urban Hive is providing business startups a place to thrive: a place to work, connect, collaborate, learn, create, and engage with fellow creatives, entrepreneurs, and changemakers. The Urban Hive is home to 300 entrepreneurs, designers, coders, creatives, and changemakers who make our world better with the companies they build, the people they help, and the products they create. Participants will have an opportunity to experience this, connect and interact with leaders across the innovation ecosystem.



## **MAYOR DARRELL STEINBERG**

Darrell Steinberg is the Mayor of Sacramento and was the Senate President pro Tempore in the California Legislature. Steinberg represented California's capital city in the California Legislature from 1998 - 2014, and was the first Sacramentan to serve as President of the Senate in over 125 years.

Elected to the Senate in 2006, Steinberg became President pro Tempore in late 2008. At the local level, Steinberg played a key role in Sacramento's downtown revitalization, obtaining state funding for a new courthouse, which is expected to create 1,800 jobs for the city. Steinberg also fought for state monies for career pathways to connect high school students to 21st century jobs, delivering millions of dollars to Sacramento area schools in the first round of funding.

Steinberg graduated from University of California, Los Angeles, where he earned a BA in economics, then earned a Juris Doctorate from UC Davis Law School. He went on to serve as an employee rights attorney for the California State Employees Association for 10 years before his work as an Administrative Law Judge and mediator. Steinberg served on the Sacramento City Council from 1992 to 1998, and as an Assembly member from 1999 to 2004.



The Golden 1 Center is a public-private partnership investment project catalyzing Sacramento's downtown revitalization. The Center is the country's most sustainable sports/events arena - the first indoor venue to receive LEED Platinum certification. A high-technology community anchor, the arena is host to tech events and entrepreneurial idea "pitch" events for both nonprofit and for-profit sectors.

Key partners in the development of the Golden 1 Center include the Sacramento Kings and the City of Sacramento. The Sacramento Municipal Utility District (SMUD) provided support throughout the project on electrical design, including energy efficiency and renewable energy supply. The local workforce investment board worked to ensure development and management of the area provided jobs and economic opportunity for community members. The Golden 1 Credit Union's naming rights partnership with the Sacramento Kings is a demonstration of the organization's continued commitment and investment in the people and future of Sacramento.

The Golden 1 Center works around the ethos that it's a local operation, and that the Sacramento community comes first. Around 90 percent of the food served in the arena comes from within a 150-mile radius. Additionally, all unsold food goes to local food banks, and any "green waste" goes back to feeding local soil. Even the arena's leftover fryer oil is recycled as diesel fuel by a local family business. Golden 1 also boasts some of the best food of all the NBA arenas. There's handmade wood fired pizzas, sushi, three different kinds of handmade tortillas, and a large array of vegan options.

Ryan Montoya Chief Technology Officer Sacramento Kings | Golden 1 Center

#### Offer and looking for:

Share information and best practices in community revitalization and public-private partnerships. Connect ACE participants with technical resources and best practices and design for: economic development and community revitalization; renewable energy, energy efficiency, and sustainability; local food systems and sustainable agriculture.



#### Follow-up contact

Trish Kelly Trish.kelly@valleyvision.org 916-325-1630

#### Website and social media:

www.golden1center.com www.nba.com/kings/ www.facebook.com/golden1center @golden1center



### **JOHN** RINEHART

President, **Business Operations** Sacramento Kings

John Rinehart enters his 19th season with the Sacramento Kings, and second as President of Business Operations Rinehart oversees the operations of Fast Company's "most innovative company in sports," including the state-of-theart, award winning Golden 1 Center as it enters its third season, the organization's real estate business holdings, entertainment portfolio and revenue development strategy.

Through a \$1 billion strategic investment to build Golden 1 Center and Downtown Commons (DOCO), the Kings have profoundly impacted the region's economy, reenergized downtown and created a culture and lifestyle district that has placed Sacramento in the national spotlight.

Previously, he served as Executive Vice President, Business Operations and Chief Financial Officer where his duties included contract negotiation, player contract compliance and analysis (NBA Tax and Escrow system), financial analysis, financial reporting, budgeting, financing administration, arena programming and services, legal affairs, insurance and tax requirements. In his time with the Kings, Rinehart has negotiated several key agreements, including the structure of the public/private partnership with the City of Sacramento, debt financing, cable, over-the-air, and radio broadcast contracts, ticketing agreements, food and beverage and merchandise agreements and building naming rights.

Prior to joining the Kings, Rinehart spent two years as the Director of Finance for Anaheim Sports, Inc., where he oversaw the finance and accounting functions of the Anaheim Angels (MLB), Anaheim Mighty Ducks (NHL) and Edison International Field of Anaheim. He also spent two seasons as manager of financial reporting for the San Francisco Giants (MLB). Prior to beginning his career in professional sports, Rinehart spent five years with the public accounting firm Price Waterhouse Coopers LLP in San Francisco.

Rinehart graduated with a bachelor's degree in accounting from Villanova University in 1991.



# **ARLEN ORCHARD**

### **Chief Executive Officer** and General Manager

Arlen Orchard, who previously served as SMUD's General Counsel, was named Chief Executive Officer and General Manager in April, 2014. He reports to the SMUD Board of Directors. As CEO, he leads the sixth largest communityowned electric utility in the nation serving a population of 1.5 million residents and managing a \$1.7 billion budget.

Orchard serves on the boards of directors of the American Public Power Association and the Northwest Public Power Association; on the board of directors and executive committee of the Large Public Power Council; and as the President of the California Municipal Utilities Association. He also serves on the boards of directors of the Business Council for Sustainable Energy, Valley Vision, Align Capital Region, WEAVE (Women Escaping a Violent Environment), and the Greater Sacramento Area Economic Council. He was appointed to the Alliance Commission on U.S. Transportation Sector Efficiency. Orchard frequently speaks on issues impacting the electric utility industry.

He received a juris doctorate degree from the University of California, Davis School of Law, a bachelor's degree in political science from the University of Nevada, Reno, and attended UCD's Graduate School of Management.



## LOUIS **STEWART**

### Chief Innovation Officer City of Sacramento Mayor's Office

Instagram: @MeetMrStewart

Louis Stewart currently serves as the City of Sacramento's first Chief Innovation Officer within the Mayor's Office for Innovation and Entrepreneurship. His role within the City is to promote and drive long term economic growth and job creation through innovation. Mr. Stewart is focused on bridging the public-private divide, reducing process, and growing a strong and vibrant business community. He also encourages an innovation-driven economy by supporting entrepreneurs, revenue-generating businesses and the creation of high quality jobs.

Prior to his role with the City of Sacramento, he spent 7 years serving as California's Deputy Director of Innovation and Entrepreneurship in the Governor's Office of Business and Economic Development. In that capacity he oversaw the coordination and promotion of innovative programs, activities, and emerging technologies throughout the State. He managed a robust statewide innovation-based economic development support network of regional innovation clusters called the California Innovation Hubs (iHubs).

Mr. Stewart has served in various public sector roles for the past 11 years. His professional experience also includes 17 years in the private sector in sales, marketing, business diversity and information technology. While Mr. Stewart's experience is vast, his greatest expertise and focus includes: Development of Innovation Ecosystems, Smart and Connected Cities, Life Science & Bio-Technology, Tech Equity and Access.

Mr. Stewart is a service based leader who embodies the belief that he cannot be a success without helping others be successful. Mr. Stewart grew up in France and Italy, and played professional basketball in Peru and Belgium until he landed back in Sacramento. Mr. Stewart received his Bachelor of Arts degree from Santa Clara University.



# DANIELLE CASEY

#### **Executive Vice President Greater Sacramento Economic** Council

As the Executive Vice President for the Greater Sacramento Economic Council, Ms. Casey oversees the organization's business development, marketing and communications, and research and strategy initiatives critical to advancing economic growth in Greater Sacramento. These groups are charged with national and international business attraction efforts, internal and external marketing, as well as the research analytics needed to establish and improve the region's economic competitiveness.

Prior to joining the Greater Sacramento Economic Council, she served the well-known City of Scottsdale, Arizona since 2013 as its Economic Development Director. She was responsible for the oversight of the economic development department, which included executing the City's initiatives related to new business attraction, business retention and expansion, small business and entrepreneurial support, and employment center revitalization. Under her leadership, the Scottsdale Economic Development Department received six awards of excellence from the International Economic Development Council, status as an Accredited Economic Development Organization, the 2015 'Large Community Economic Development Organization of the Year' award from the Arizona Association for Economic Development, and unanimous Council approval of a Five Year Economic Development Strategic Plan in 2015. Since its approval, the department has been directly involved in projects accounting for more than \$24 million in 5-year direct revenue impact, \$7 billion in 5-year total economic impact, 4,428 or more new jobs in the first 12 months of business operation alone and \$160 million in new capital investment.

Previous to her time in Scottsdale, Ms. Casey served in various executive roles at the City of Maricopa since June 2005, lastly as the Assistant City Manager. Prior to her time in Maricopa, Ms. Casey attained significant experience in the non-profit sector working in fundraising, marketing, and event and membership management at the Heard Museum of Native Cultures and Art in Phoenix, Arizona and at Save The Bay in Providence, Rhode Island.

Ms. Casey received her bachelor's degree from Arizona State University and Master of Administration from Northern Arizona University. She is both a Certified Economic Developer (CEcD) as well as a certified Economic Development Finance Professional (EDFP). She is a member of the International Economic Development Council and serves on its Board of Directors. Ms. Casey is a Past President of the Arizona Association for Economic Development, a statewide professional association with more than 480 public and private members.



## RYAN **MONTOYA**

**Chief Technology Officer** Sacramento Kings

Ryan Montoya begins his fifth season as chief technology officer. His responsibilities include providing direction and managing the Sacramento Kings new technology and innovation strategies to enhance the fan experience and improve the team's performance. Additionally, he oversees all technology for Sacramento's downtown entertainment and sports complex, Golden 1 Center. The new arena is the world's most technologically advanced professional sports and entertainment venue.

Throughout his career, Montoya has advised, invested and served at all levels of early stage technology companies. A native of Colorado, Montoya received his bachelor's degree from the University of Notre Dame, a master's degree from the Josef Korbel School of International Studies and a MBA from California State University, Sacramento.



# BILL **MUELLER**

Chief Executive Valley Vision

As CEO of Valley Vision since 2007, Bill has been at the center of designing, managing and supporting regional impact initiatives that improve the quality of life for California's Capital Region and its 2.4 million residents for more than a decade. He has built partnerships with hundreds of leaders, organizations and community stakeholders and has worked across sectors—political, geographical and economic—to generate solutions to some of the region's most complex challenges.

Under Bill's leadership, Valley Vision is widely respected as a clearinghouse for unbiased research and analysis and for facilitating tough conversations addressing large-scale change initiatives. Bill has helped the organization become instrumental in growing the region's local food and ag economy, improving transportation infrastructure and land-use strategies, increasing job growth and wealth creation, improving air quality and environmental sustainability, and making sure that those most in need have access to food, healthcare, education and the Internet.

Bill earned a double bachelors' degree in communications and government from Sacramento State in 1990 and is a graduate of several leadership programs, including the American Leadership Forum - Mountain Valley Chapter, Class XII. He holds statewide volunteer positions as a member of the California Asian Chamber of Commerce board, is both past chairman and current co-chairman of the California Stewardship Network, and co-chairman of the California Economic Summit steering committee. Locally, Bill serves as a board member of Breathe California Sacramento Emigrant Trails and was recognized with the 2011 Unity Award, the top recognition from the Sacramento Urban League.



With the goal of providing the best workspace possible, the Urban Hive has created a place where ideas can be born, connections can be made, and projects can take flight. The Urban Hive supports entrepreneurial and creative ventures by offering coworking, shared work spaces, private offices, meeting and conference rooms, as well as regular classes, workshops and networking, educational, and social opportunities. The power of human connection is foundational to the Urban Hive, believing that great things come through collaboration and networks; that driven and creative people need to be inspired by their surroundings and the people around them.

The Urban Hive is strategically located at The Cannery, a former fruit and vegetable cannery built in the early 1900's that has been transforming into tech industry campus in Sacarmento. The Urban Hive has been ranked as the 4th Coolest Co-Working Space in the U.S. by Paste Magazine, and one of the Best Real Estate Projects of 2018 by the Sacramento Business Journal.

## **MOLLY WEBER**

Co-Founder/CXO The Urban Hive

#### Offer:

Several of the entrepreneurs coworking at the Urban Hive have businesses connected to economies in the Americas and beyond.

#### **Looking for:**

Share information and best practices in developing a thriving ecosystem for innovation and entrepreneurship. Connect ACE participants with information and technical resources that support or demonstrate the region's innovation ecosystem and opportunities for creating new partnerships.



#### Follow-up contact

Trish Kelly Trish.kelly@valleyvision.org 916-325-1630

#### Website and social media:

www.theurbanhive.com www.facebook.com/THEURBANHIVE @TheUrbanHive



## **BROOKS D. OHLSON**

Sacramento CITD Director, **Honorary Consul General** of Bulgaria



Brooks Ohlson is the Director of the Los Rios Community College District's Center for International Trade Development. Brooks is an appointee of Governor Brown to the State's International Trade Advisory Council, a member of the Native American Workforce Investment Council and the Honorary Consul General of Bulgaria to Northern California. He previously managed the Northern California World Trade Center and served as a U.S. Foreign Service officer abroad. He is the recipient of three national Presidential E awards for his international training programs in the Sacramento region specifically.



## **MEG** ARNOLD

**Project Leader / Consultant** Valley Vision

Meg has worked with Valley Vision since 2014, where her work is focused on two of the organization's key impact areas—the Clean Economy and Innovation & Entrepreneurship initiatives. In the Clean Economy, Meg's work includes leading the Cleaner Air Partnership, vice-chairing the Capital Region Climate Readiness Collaborative, and developing tools to increase business resilience in the era of climate change. Meg also manages the SlingShot project, which granted \$750,000 to regional entrepreneurship support organizations, and is supporting the emerging Autonomous Transportation Open Standards Labs (ATOS Lab), in autonomous vehicles.

Meg's career in the Sacramento region began in 2001 and includes roles supporting startup companies emerging from research labs at UC Davis, strategic counsel to Drexel University when it opened a campus in Sacramento in 2008, and as CEO of SARTA, the Sacramento Regional Technology Alliance, a non-profit which laid the groundwork for the current flourishing of regional support for innovation and entrepreneurship, particularly in technology sectors.

Prior to moving to Sacramento in 2001, Meg worked in multinational lending and in strategy and business development in the telecommunications industry in Toronto, New York, and London.



## **AMANDA BLACKWOOD**

**President and Chief Executive** Sacramento Metro Chamber

Amanda Blackwood was appointed as President & CEO of the Sacramento Metropolitan Chamber of Commerce (Metro Chamber) where she is responsible for the strategic direction, vision, and management for programs and personnel of the Metro Chamber. Before joining the Metro Chamber, Blackwood served as owner and managing partner of OE Consulting Group, a women-owned and led firm established in 2014 that works with both for and nonprofit clients to provide strategic solutions for talent management and business process challenges.

Previously, Blackwood served as the chief development officer for Elevation Entertainment Group, where she provided leadership to ensure effective, efficient and culturally aligned operations for a statewide, multi-location, 700 team member workforce. Blackwood's career spans both the private and nonprofit sectors with a strong focus on financial management including her past role as CFO for Folsom Asset Management, Inc. during which time she oversaw \$100 million in assets annually and 13 active companies. Prior to that she was the Chief Financial Officer for a Private Equity Management & Real Estate Development firm, managing the finances and business operations of 13 independent companies and assets over \$100 million annually, while leading her team to win the Sacramento Business Journal's Best Place to Work Award in 2013. Before going into the private sector, Amanda spent two years with the Rental Housing Association, a membership-based nonprofit trade group for the rental industry.



## **KATHERINE** COTA

Founding Executive Director **Dale and Katy Carlsen Center for** Innovation and Entrepreneurship at Sacramento State

Katherine Cota is the Founding Executive Director of the Dale and Katy Carlsen Center for Innovation and Entrepreneurship at Sacramento State. The Center focuses on entrepreneurship and innovation for K-college students and adult learners as well as works with communities and governments on economic development initiatives. Katherine has spent more than 20 years working in entrepreneurship and innovation and has consulted with numerous colleges and universities. She comes to Sacramento State from the award-winning student entrepreneurship program at the John Pappajohn Entrepreneurial Center at the University of Northern Iowa. At UNI, she directed the entrepreneurial center, was an instructor of entrepreneurship, and served as the University's intellectual property officer. She is an entrepreneur herself and started her first business at 12 years old.



# **KATHY** KOSSICK

**Executive Director** Sacramento Employment and Training Agency (SETA)

Kathy Kossick is the Executive Director of the Sacramento Employment and Training Agency (SETA). Ms. Kossick oversees the administration of several human service programs and employment and training programs. Among these programs are the Workforce Innovation and Opportunity Act program and the Head Start Program for Sacramento County. The Agency employs approximately 550 people and has an annual budget of over \$82 million. The Agency oversees twelve Job Centers, where last year over 27,000 jobseekers and approximately 1,100 employer services were provided.

During the past 30+ years, Ms. Kossick has played an important role in the growth and development of the Sacramento Employment and Training Agency. The Agency has more than tripled in personnel and budget since 1984. Ms. Kossick was the Director of Internal Audit for the University of Nevada System, responsible for the auditing and fiscal review of two universities and five community colleges. Ms. Kossick was also a senior Auditor for Arthur Young and Company.

Ms. Kossick holds a Masters of Business Administration degree from the University of Nevada, Reno and has a Bachelor of Science degree from the University of San Francisco. She is a (retired) Certified Public Accountant in the State of California.



## **DEBORAH LOWE MURAMOTO**

Director. California Capital Women's **Business Center** 

Deborah Lowe Muramoto is the Director of California Capital Financial Development Corporation's Women's Business Center, which serves the six county Sacramento region and San Joaquin County. Since 1982, California Capital, a nonprofit organization and a U.S. Department of Treasury designated Community Development Financial Institution (CDFI), has served 27 counties in Northern California, providing business development and capacity building programs for small and microenterprise businesses, including the administration of the State of California small business loan guarantee program, microenterprise loans, training and workshops, bilingual business education, technical assistance, one-on-one counseling, and financial education for youth, adults and small business owners. California Capital is the Sacramento Promise Zone Lead Economic Development Partner. With the support of the U.S. Department of Commerce Economic Development Agency, Deborah played a major role in the development and delivery of business development, capacity building and access to capital programs that focus on the specific needs of businesses located in the Sacramento Promise Zone. She currently serves on the Sacramento Chinese Community Service Center board of directors; and advisory boards for the SCORE-Sacramento Chapter, Northern California Network of Small Business Development Centers, and the Franklin Neighborhood Development Corporation, all of which have missions that support small business and economic development. Deborah is one of the original founders of The Alliance for Business and Community whose membership includes the Sacramento Black, Hispanic and Asian-Pacific Chambers of Commerce.



## GINA LUJAN

Social Entrepreneur Founder/CEO **Hacker Lab** 

Founding CEO of Hacker Lab and Code For Hood, Gina is a Social Entrepreneur. She focuses on community, business, regional, and economic development at Hacker Lab. Gina possesses 15 years' technology experience in web development, and is a repurpose maker.

Hacker Lab, having expanded from 750 to over 10k sq. ft. in just six months of being in business, is Gina's primary focus. It is now home to almost 400 residents and a community of over 3000. It hosts 35 to 50 educational focused user groups and classes a month, totaling over 6000 students a year. In addition, Hacker Lab is home to a constant rotation of 13 private offices for startups and dozens of freelancers. Revenue from companies, freelancers, and entrepreneurs is in the millions annually. In less than three years, Hacker Lab has quickly grown to be a grassroots technology hub for the Sacramento region.

In addition to her entrepreneurial projects, Gina has worked as a consultant with economic development in rural Tuolumne County to assess the region's innovative community and resources. She also works to solve community problems such as bringing affordable ultra high-speed broadband (gigabit) to the region, filling the gaps in education, and contributes to workforce development efforts by working alongside local government and organizations. She also worked on a stealth project at Northrup Grumman AS as an Innovation Consultant.



## TRACEY SCHAAL

#### **Executive Director** Power Inn Alliance

Tracey Schaal is the Executive Director for Power Inn Alliance (the Alliance), a property and business improvement district (PBID), located in the southeastern quadrant of the City of Sacramento. Schaal has been at the helm for over three years and, during her tenure, has led several significant platforms for the organization.

With over 20 years' experience in economic development, marketing, and non-profit leadership, Schaal has utilized the PBID vehicle to rejuvenate the Power Inn corridor through partnerships and key programmatic developments.

One leading economic development initiative is Making Your Mark, the micro-manufacturing contest geared toward helping a fledgling company scale for commercialization. In year two, this initiative has sparked conversations around the importance of the manufacturing sector and why it is vital to grow these types of companies in our region.

In beautification and placemaking, Schaal approached Sacramento State to partner with the Alliance on the inaugural year of an "Art in Public Places" partnership. The Art Department created curriculum around the Alliance serving as the client and allowing their students to work with a group who was commissioning them to design a sculpture for the newly, constructed Ramona Avenue roundabout.

Known for her dynamic and visionary approach, Schaal strives to create collaborative pathways to better our community through job creation, company retention and proactive public relations and marketing campaigns. Schaal received her B.A. in Public Administration from Miami University in Oxford, OH.



## **EVAN SCHMIDT**

#### **Director of Strategy and Evaluation Valley Vision**

Evan Schmidt joined Valley Vision in 2014. As the director of strategy and evaluation, Evan works with the CEO and board of directors to determine organizational strategy and direction. This work is directly informed by performance measures and data, which Evan manages through organizational evaluation practices. She has also managed projects in the Clean Economy, 21st Century Workforce, Innovation and Entrepreneurship, and Leadership and Civic Engagement strategy areas.

Before coming to Valley Vision, she was an independent consultant and program evaluator, working on evaluation projects for nonprofits and the government across the U.S. Evan specializes in qualitative evaluation methods, process management, research, and community engagement. Evan's broad professional background includes environmental sustainability, public health, youth engagement, education, community development, women's advocacy, and workforce development.

Evan's contributions to local organizations and causes supports her personal and professional values. Some current contributions include: Board Member, Empower Yolo: UC Davis Center for Regional Change Regional Advisory Committee; Natural Resources Commission, City of Davis, commissioner; and California Stewardship Network, leadership fellow.

Evan holds dual master's degrees in community development and geography.



## AMY B. **SCHULZ**

Dean of Career **Continuing & Technical Education** at Sierra College

Amy B. Schulz has centered her career around empowering people to find purpose and meaning while being active participants in a shifting economy. Her various roles within institutions of higher education reflect this commitment to economic empowerment for all. In her current position as Dean of Career, Continuing & Technical Education at Sierra College, Amy oversees 12 instructional departments, the Strong Workforce Program, the California Community College Maker initiative, and contract education.

Amy's passion projects include co-creating the New World of Work which houses innovative entrepreneurship and workforce development programs, inspiring other educators to share an entrepreneurial mindset as Vice President, Education & Membership of NACCE, coaching educators to innovate through ecosystem development in the CCC Maker Initiative, and co-creating the future of global education as a member of Protopia Labs.

Through her work on the Uganda Development Initiative board, Amy facilitates educational exchanges and global partnerships. True global development occurs when communities are empowered to grow through their own infrastructure, including education and entrepreneurial support.

Amy holds a PhD in Organizational Systems from Saybrook University. Her research interest is in how work trends influenced by automation, artificial intelligence, and globalization impact how the education system should evolve to prepare learners to thrive in an age of uncertainty. Amy also holds an MBA from University of Texas-Rio Grande Valley and a Bachelor's of Arts in Economics from UC Davis.



# **MOLLY** WEBER

**Chief Experience Officer** The Urban Hive and I/O Labs

Molly Weber is the Chief Experience Officer at The Urban Hive and I/O Labs where she is an influencer for building strong, sustainable communities and beautiful spaces where creatives and startups can thrive. Molly is responsible for designing and running the coworking space at The Urban Hive and I/O Labs. She is also shepherding their hundreds and hundreds of members into a community where they can forge authentic relationships and support each other long term.



In 2018, California's economy moved into the position of the 5th largest in the world, surpassing the economy of the United Kingdom. International trade and investment are major parts of the state's economic engine. According to the California Chamber of Commerce, the state's prosperity is tied to exports and imports of both goods and services by California-based companies, to exports and imports through California's transportation gateways, and to movement of human and capital resources.

In 2017, California exported \$171.9 billion to 229 foreign economies. California's top export markets are Mexico, Canada, China, Japan and Hong Kong. California is a top exporter in the nation of computers, electronic products, transportation equipment, machinery (except electrical), and miscellaneous manufactured commodities. Computers and electronic products are California's top export, accounting for 25.4 percent of all the state's exports. California is also a major exporter of agricultural products, and is the U.S.' largest producer of fruits, vegetables, wine and nuts. Total U.S. imports to California in 2017 were \$440.6 billion, representing 18.8% of total U.S. imports and 92.9% of total U.S. imports from the top 25 countries exporting to the U.S.

The passage of Assembly Bill 32 (AB 32), the California Global Warming Solutions Act of 2006 under Governor Arnold Schwarzenegger, elevated California as a global climate leader. Under Governor Brown, California has established nationleading targets to protect the environment and fight climate change. By 2030 the state intends to: reduce greenhouse gas emissions 40 percent below 1990 levels, generate half of its electricity from renewable sources, double the rate of energy efficiency savings in its buildings, reduce today's petroleum use in cars and trucks by up to 50 percent and have 5 million zero-emission vehicles in California.

California's Climate goals will be achieved by a range of policy measures as detailed in the Climate Change Scoping <u>Plan</u> which addresses carbon emissions across sectors including transportation, industrial, electricity generation, agriculture, commercial and residential buildings, recycling and waste. The Scoping Plan will lead to \$2 billion in the value of avoided health impacts by 2030. Also included in California's climate portfolio is a Cap-and-Trade program.

Implementing Cap-and-Trade is four times less costly to California households than alternative regulations that could have been imposed. Since 2014, \$6.1 billion in proceeds have been appropriated by the California Legislature for public investments that reduce greenhouse gas emissions including affordable housing, public transportation, renewable energy, zero-emission vehicles, environmental restoration, recycling, and sustainable agriculture.

Many of California's policies for tackling climate change also create jobs and grow the economy. California is home to the country's largest, most advanced clean energy sector. Clean and advanced energy now accounts for 542,000 California jobs - three times the number employed in movies, TV and radio, and more than agriculture, forestry and fishing. The clean energy sector is expecting 10 percent job growth this year. A decade of climate action has brought economic growth, improved air quality and clean energy innovation across the state.

#### California State University, Sacramento:

The host of the Capitol Breakfast & Policy Dialogue is California State University, Sacramento. Sacramento State's Mission: As California's capital university, we transform lives by preparing students for leadership, service, and success. Sacramento State and the College of Business Administration have long supported entrepreneurship as an academic concentration, offering classes, lectures and competitions for students, as well as resources through the Center for Entrepreneurship. The new Dale and Katy Carlsen Center for Innovation and Entrepreneurship will further those efforts as well as the University's mission to create a talent pipeline that serves a growing and diverse region.

The Carlsen Center will be established in a 10,000-square-foot space in the University Library and will include entrepreneurship education, services and programs for students and the community. It is meant to forge alliances between the campus community, and public and private organizations at the forefront of developing innovative leaders.

#### Leland Stanford Mansion:

The Leland Stanford Mansion open to the public as a museum and serves as the state's official reception center for leaders from around the world. The Mansion is a stunning example of the splendor and elegance of the Victorian era in California.

Originally built in 1856 by Gold Rush merchant Sheldon Fogus, the Mansion was later purchased and remodeled by Leland and Jane Stanford. Leland Stanford served as Governor of California from 1862-1863. As a pro-Union Civil War governor and president of the Central Pacific Railroad, Leland Stanford negotiated political and business deals at the Mansion that helped complete the transcontinental railroad.

In 1900 Jane Stanford gave the mansion to the Catholic Diocese of Sacramento, with an endowment of \$75,000 in railroad bonds, for the "nurture, care and maintenance of homeless children." The Sisters of Mercy, and later the Sisters of Social Service, adapted the aging building to their needs. As decades passed, the old neighborhood gave way to state office buildings. In 1978 the State of California purchased the property for use as a state park. The imposing structure was listed as a National Historic Landmark in May 1987.

Cecilia Aguiar-Curry **Assembly Member** California State

Robert Nelsen President California State University, Sacramento

#### Offer:

The State of California has existing international agreements with Mexico and Peru as well as China, India, Israel, Japan, Netherlands, and Spain

Sacramento State University participates in several study abroad programs including exchange programs, the California State University International Program, and the University Studies Abroad consortium. Expanding programs in Mexico and Latin America is a priority for Sacramento State.

#### **Looking for:**

State of California: Through the policy dialogue, we can address some of the most significant challenges we face globally by embracing new connections, partnerships, and possibilities. Additional outcomes include strengthening existing international agreements and exploring opportunities to establish new partnerships.

Sacramento State: Promote global education opportunities, and expand existing programs in Mexico and Latin America. Leverage the new Carlsen Center for Innovation and Entrepreneurship at Sacramento State University to explore opportunities for trade and expanding tradable clusters of the Sacramento region's economy.

#### Follow-up contact

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Phil Garcia Vice President, Public Affairs and Advocacy Sacramento State University garciap@csus.edu 9162788758

#### Website and social media:

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Sacramento State University: www.csus.edu @sacstate www.facebook.com/sacstate



# **CECILIA AGUIAR-CURRY**

**Assembly Member** California State

In November 2016, Cecilia Aguiar-Curry was elected to the California Assembly to represent the 4th District that includes all or parts of Napa, Lake, Yolo, Sonoma, Colusa and Solano counties.

Cecilia grew up in western Yolo County and has long served her community. After going to school and working in the Bay Area for several years, she moved back to her hometown of Winters where she almost immediately became active in the local community and a regional leader on several issues. She first served as planning commissioner and then was elected to the city council eventually serving as the first female mayor of Winters.

As mayor of Winters, Cecilia oversaw improvements in the downtown area and worked to improve local schools, including securing computers for every sixth grader in the city. She also brought broadband internet to rural communities, built senior housing and helped the area to become an agricultural and food innovation hub for the region.

With the understanding that employment is central to any successful community, Cecilia helped bring a PG&E training facility to Winters that provided hundreds of jobs for local residents. Cecilia was also involved in efforts to create the Berryessa Snow Mountain National Monument in the inner California Coast Ranges that was proclaimed by President Obama in 2015.

She earned a degree in business administration from San Jose State University.



## DR. ROBERT **NELSEN**

President California State University, Sacramento

Dr. Robert S. Nelsen, Sacramento State's eighth permanent president, comes to Sacramento with his wife, Jody. Robert's experience in public higher education spans nearly three decades, most of it spent in the University of Texas system. He was president of UT-Pan American from 2010 to 2014 and most recently served as special advisor to UT's executive vice chancellor for Academic Affairs.

In 1989-90, Robert taught English at the University of Illinois at Chicago before joining the faculty of the University of Texas-Dallas, where he founded the creative writing program and served as its director. During his 18 years at UT-Dallas, he also was a professor of Literary and Aesthetic Studies, and served as vice provost.

In 2008-09, Robert was a professor of English and associate vice president for academic affairs at Texas A&M University-Corpus Christi. In 2010, he returned to the University of Texas system as the president of UT-Pan American in Edinburg. Among his proudest achievements was leading the effort to merge the university with the University of Texas-Brownsville to create the new University of Texas-Rio Grande Valley, which has a medical school.

He earned his bachelor's and master's degrees in political science from Brigham Young University, and his doctorate from the University of Chicago's Committee on Social Thought, where his fields of study were modern literature, modern philosophy and modern political theory.



## **KAREN** ROSS

Secretary California Department of Food and Agriculture

Karen Ross was appointed Secretary of the California Department of Food and Agriculture on January 12, 2011, by Governor Edmund G. Brown Ur. Secretary Ross has deep leadership experience in agricultural issues nationally, internationally, and here in California. Prior to joining CDFA, Secretary Ross was chief of staff for U.S. Agriculture Secretary Tom Vilsack, a position she accepted in 2009. Prior to that appointment, she served as President of the California Association of Winegrape Growers from 1996-2009, and as Vice-President of the Agricultural Council of California from 1989-1996. Before moving to California, Secretary Ross served as Director of Government Relations for the Nebraska Rural Electric Association and as Field Representative for U.S. Senator Edward Zorinsky.

Secretary Ross is passionate about fostering the reconnection of consumers to the land and the people who produce their food, and to improving the access of all California citizens to healthy, nutritious California-grown agricultural products, celebrated for their diversity and abundance in serving local, national and global markets.

During Secretary Ross' tenure, the Department has focused on core functions to protect and promote California agriculture in a time of significant budget reductions, and it has emphasized change-management to position the agency to more effectively and efficiently serve its stakeholders in meeting the challenges of the 21st Century.

Secretary Ross has strengthened partnerships across government, academia and the non-profit sector in the drive to maintain and improve environmental stewardship and to develop adaptation strategies for the specific impacts of climate change. She has initiated programs to provide greater opportunities for farmers and ranchers to engage in sustainable environmental stewardship practices through water conservation, energy efficiency, nutrient management and ecosystem services.

The Secretary has a Bachelor of Arts degree from the University of Nebraska-Lincoln and is a graduate of the Nebraska Ag Leadership Program.



### **ALBERTO** AYALA

**Air Pollution Control Officer and Executive** Sacramento Metropolitan Air Quality **Management District** 

Alberto Ayala is the Air Pollution Control Officer and Executive Director of the Sacramento Metropolitan Air Quality Management District (Sac Metro Air District). The agency is responsible for advancing clean air and low-carbon public policies in the greater Sacramento region for meeting the health-based federal ambient air quality standards and the state's climate goals. Alberto came to the Sac Metro Air District after 17 years with the California Air Resources Board (CARB), serving most recently as Deputy Executive Officer. Prior to CARB, Alberto was a member of the engineering faculty at West Virginia University, where he still holds an Adjunct Professor appointment, and a Design Engineer for Teledyne Ryan Aeronautical. He has published extensively in various scientific journals, is a nationally and internationally recognized speaker, and occasionally lectures in English or Spanish as a Visiting Professor in the U.S. and abroad. Alberto holds B.S., M.S., and Ph.D. degrees in mechanical engineering from the University of California, Davis. His internships were with the GE Global Research Center, the California Energy Commission, and the Atmospheric Boundary Layer Wind Tunnel Laboratory at UC Davis.



### AWINASH **BAWLE**

**Deputy Director for International Affairs and Business Development** State of California Governor's Office of **Business and Economic Development** (GO-Biz)

Since May 2017, Awinash Bawle has served as the Deputy Director for International Affairs and Business Development at the State of California Governor's Office of Business and Economic Development (GO-Biz). In this capacity, he oversees the development of two-way international trade and investment opportunities for the world's 5th largest economy.

Prior to his tenure in Sacramento, Mr. Bawle spent over seven years serving as an international trade specialist in the Office of South Asia at the U.S. Department of Commerce in Washington, DC. In this capacity, he helped reduce U.S. industry trade barriers to India, and to enable effective market access there in the infrastructure, energy and environment, and financial services sectors. Mr. Bawle advised senior Commerce officials on the agency's role in the U.S.-India Partnership to Advance Clean Energy initiative to help boost U.S. exports to India's clean technology market, valued at \$175 million. Mr. Bawle also developed advocacy arguments which successfully removed Indian market access restrictions for U.S. water heater exports valued at \$10 million and U.S. scrap metal exports valued at \$600 million. Mr. Bawle managed the U.S. Government's recruitment and selection process of U.S. private sector members for the U.S.-India CEO Forum, a mechanism designed to foster policy recommendations for bolstering the bilateral economic relationship. He also undertook two temporary rotations while at Commerce: first, working as an economics officer for the State Department at the U.S. Consulate in Mumbai, India, where he focused on financial inclusion; and second, as a commercial attaché to the U.S. Executive Director's office at the World Bank, where he focused on helping U.S. industry understand the global carbon credit market.

Mr. Bawle holds a Master's degree in International Policy Studies from the Middlebury Institute of International Studies, which included one semester as a visiting scholar at the Jawaharlal Nehru University School of International Studies in New Delhi, India. He also holds a Bachelor's degree from the University of Michigan.





Davis is a vibrant college town founded over 100 years ago based on rich soil and ideal climate for many crops and livestock. A successful bid in 1908 to become host to the University Farm School launched the trajectory of the city and the university.

#### Stewardship and Sustainability

Davis has a long-standing history of commitment to policies designed to protect the environment while creating intentional growth. Specific planning decisions made over the years have led to creation of over 100 miles of bike paths and lanes and our standing as one of the most bike-friendly cities in the country. The Davis Farmers Market, one of the first in the state, came together more than 40 years ago through work by a group of farmers and college students and has grown in to a beloved institution and an award-winning destination for visitors.

In turn, UC Davis has taken its charter as a land-grant university and grown in to one of the world's leading institutions for research, innovation and entrepreneurship with a reputation for solving problems related to food, health, the environment and society.

#### **Home Town for Innovators**

Davis has a high quality of life and many affiliates of UC Davis have made this community the place they have chosen to raise their families as well as launch their innovations and inventions. We have a thriving ecosystem for start-ups and are home to over 90 technology companies including global leaders such as Marrone Bio Innovations. Founded by Pam Marrone, the mission is to provide environmentally-responsible, biologically-based products for pest management and plant health. Companies choose to locate here to be a part of this rich environment. Danish-based Novozymes has been in Davis over 25 years, produces industrial enzymes and microorganisms, and was chosen by Fortune Magazine as one of the top ten companies changing the world.

UC Davis has maintained a parallel path and is a leader in sustainability. 29% of food bought for the dining commons is sustainably grown; the biodigester, invented at UC Davis, has a daily capacity to turn 50 tons of waste into energy; and the university is ranked first in the world for campus sustainability practices by the 2017 UI GreenMetric World University Rankings.



#### Women in science

The University of California, Davis boasts rankings as the number one university in the world for veterinary science (QS World Rankings, 2017), the number one university globally for plant sciences, and the number one university in the U.S. for agriculture, (U.S. News & World Report's "2018 Best Global Universities"). UC Davis is also the top ranking university in the nation for launching women into professions in science, technology, engineering, and mathematics, or STEM professions.

#### Wine and dine

ACE 10 participants will have the opportunity to visit the Robert Mondavi Institute for Food and Wine Science and see the Jess S. Jackson Sustainable Winery Building. The building is designed to consume zero-net energy and incorporates climate-responsive passive design strategies and renewable energy to achieve the zero-net energy objective, technology applicable to other types of structures. The visit to UC Davis will feature an interactive discussion with ACE participants highlighting UC innovations, partnerships and opportunities for collaboration, and the nexus between agriculture, food, health and life sciences, environmental sciences and technology.



UC Davis is the home of the Aggies — go-getters, change makers and problem solvers who make their mark at one of the top public universities in the United States.

Since it was first opened in 1908, UC Davis has been known for standout academics, sustainability and Aggie Pride as well as valuing the Northern California lifestyle. These themes are woven into its 100-plus-year history and its reputation for solving problems related to food, health, the environment and society.

Its 5,300-acre campus is in the city of Davis, a vibrant college town of about 68,000 located in Yolo County. The state capital is 20 minutes away, and world-class destinations such as the San Francisco Bay Area, Lake Tahoe and the Napa Valley are within a two-hour drive.

The university excels in education, global research and helping students succeed as it is also known for being affordable and a good investment.

#### **Extraordinary education**

- 102 undergraduate majors
- 99 graduate programs, with more than half interdisciplinary
- 38 percent of undergraduates conduct research, typically working directly with faculty, postdoctoral researchers and graduate students
- 20:1 undergraduate student-to-faculty ratio
- The University Honors Program offers the experience of a selective liberal arts college with the resources and opportunities of a world-class research university
- The world-renowned faculty care about their students' success and are focused on educating them for a competitive world
- 10 million items in the university's library, including books, journals, music and maps, in print and digital formats

#### Global focus

Open to international students, offering many services to help students achieve, including language programs for undergraduate and graduate students, and classes that connect you to UC Davis' culture.

1,300 UC Davis students study abroad each year attending 50-plus programs led by UC Davis instructors in 30-plus countries, and many other programs through the University of California Education Abroad Program and independent providers.

#### **Sustainable**

- 10th among 629 schools in the Princeton Review's "Green Guide" 2017 for sustainability policies, practices and programs
- 29 percent of food bought for the dining commons is sustainably grown
- Its biodigester, invented in UC Davis, has a daily capacity to turn 50 tons of waste into energy for the campus
- The Tercero Phase 3 student housing project received the highest possible rating of platinum from the U.S. Green Building Council
- The West Village community is designed to generate all the energy the community needs, mostly through solar

#### Follow-up contact

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GARY S. MAY Chancellor, **UC Davis** 

Dr. May became UC Davis' seventh chancellor on Aug. 1, 2017 by appointment of the UC Board of Regents. He leads the most comprehensive campus in the University of California system, with four colleges and six professional schools that offer 104 undergraduate majors and 96 graduate and professional degrees.

An accomplished scholar and engineer, May came to UC Davis from the Georgia Institute of Technology in Atlanta, where he had been for nearly three decades, most recently as dean of the institute's College of Engineering — the largest and most diverse school of its kind in the nation, with 450 faculty and 13,000 students.

Prior to being dean, May was the Steve W. Chaddick Chair of Georgia Tech's School of Electrical and Computer Engineering, and previous to that, he was the executive assistant to Georgia Tech President G. Wayne Clough.

May is known as a dynamic leader with a passion for helping others succeed. He believes success is best judged by "the extent you enhance the lives of others." Throughout his career, he has championed diversity in both higher education and the workplace. He developed and led programs to attract, mentor and retain underrepresented women and ethnic minorities in STEM — the fields of science, technology, engineering and math.

In 2015, President Obama honored him with the Presidential Award for Excellence in STEM Mentoring. May has won numerous research awards for his work in computer-aided manufacturing of integrated circuits and other devices. He has authored more than 200 technical publications, contributed to 15 books and holds a patent in this topic.

In 2010, he was named "outstanding engineering alumnus" of UC Berkeley, where he earned his master's and Ph.D. degrees in electrical engineering and computer science.



### RALPH J. **HEXTER**

#### **Provost and Executive Vice** Chancellor

Ralph Hexter arrived at UC Davis on January 1, 2011, to become provost and executive vice chancellor. He also holds an appointment as distinguished professor of classics and comparative literature.

As provost and executive vice chancellor, he serves as the number two person in the UC Davis administration, reporting directly to Chancellor Gary May and representing the chancellor in his absence. He is the campus's chief academic and operating officer and, in that post, oversees the work of the deans and serves as the chancellor's principal liaison to the Academic Senate. He is responsible for guiding the development of academic priorities and strategies; working with the deans to recruit and retain a diverse and talented faculty; and in coordination with the chancellor, leading the university's strategic planning process, allocating resources to advance strategic priorities, and, with his fellow vice chancellor, managing the daily operation of the campus.

He previously worked as Interim and Acting Chancellor at UC Davis, president and professor at Hampshire College, Amherst, Massachusetts. At University of California, Berkeley he worked as professor of Classics and Comparative Literature, Chair of Comparative Literature, Dean of Arts and Humanities and Executive Dean of the College of Letters and Sciences. He also worked as Director of the graduate program in Comparative Literature and Professor of Classics and Comparative Literature at University of Colorado, Boulder, and as Acting Instructor Convertible in Classics, Assistant Professor of Classics; Associate Professor of Classics and Acting Associate Dean of the Graduate School at Yale University.

Provost Hexter received his A.B. degree in English literature from Harvard College. He earned a B.A. and M.A. in classics and modern languages at Oxford University and earned an M.Phil. and a Ph.D. in comparative literature from Yale University, where he taught in the classics department. During his final year there, he served as acting associate dean of the Graduate School.



### **JOANNA** REGULSKA, PH.D.

Vice Provost and Associate Chancellor of Global Affairs Professor of Gender, Sexuality and Women's Studies With Global Affairs since September 2015

Joanna Regulska is the vice provost and associate chancellor of Global Affairs at the University of California, Davis, where she also is a professor of Gender, Sexuality and Women's Studies. For more than three decades Regulska has led large-scale programs that have transformed institutions, established collaborative partnerships, and substantially improved internationally focused services for students, faculty, and staff—and has raised more than \$9 million in public and private project support.

Most recently, Regulska has developed visionary initiatives at UC Davis: striving to provide all students with valuable international or intercultural experiences before graduation through a UC Davis Big Idea of Global Education for All; and strengthening the university's international research, education and engagement efforts through Global Centers. She founded the Local Democracy Partnership Program and serves on the Founder Board of The Foundation in Support of Local Democracy, the largest NGO in Poland. In recognition of her work, the President of Poland awarded Regulska the Cavalier Cross of the Order of Merit of the Republic of Poland, the Knight's Cross of the Order of Restitution of the Republic of Poland, and the Commander's Cross of the Order of Polonia Restituta.

A respected scholar, Regulska's research concentrates on women's political activism, grassroots mobilization, decentralization, democracy and democratization, with a focus on Europe and the Caucasus. She is the author or coauthor of eight books, author of over 100 articles, chapters and reviews, and member of numerous advisory boards. A commitment to diversity, social justice, and the empowerment of women led Regulska to establish graduate degree programs in gender studies at the Central European University (Hungary) and Tbilisi State University (Republic of Georgia).

Regulska earned her master's degree from the University of Warsaw, Poland and Ph.D. from the University of Colorado, Boulder. She received a Doctor Honoris Causa from Tbilisi State University, Georgia.



### ANDREW WATERHOUSE, PH.D.

Director. Robert Mondavi Institute

An internationally recognized wine chemist, Professor Waterhouse's research program focuses on phenolic compounds, in particular their effects on wine qualities and on the health of wine consumers. His current interests also include the effect of oxidation on wine chemistry and how this oxidation affects important quality parameters of wine, such as taste and color. Waterhouse is participating in the development of general analytical methodology of interest in wine analysis and has a variety of methods published in this area. He and his colleagues are currently applying a number of different methods to look at new grape and wine treatments being offered by various companies.

Dr. Waterhouse received his B.S. in chemistry from the University of Notre Dame and his Ph.D. from the University of California, Berkeley. He did postdoctoral studies at UC Berkeley, investigating natural pesticides. His first academic appointment was in the Chemistry Department at Tulane University, where his research program focused on structureactivity relationships of carbohydrates.

Dr. Waterhouse teaches UC Davis' popular Introduction to Winemaking course, as well as more specialized courses for enologists, including a graduate-level course, Natural Products of Wine. He has received awards for wine research, is highly cited in agricultural research and has organized several symposia on the subjects of wine chemistry and wine and health. A professor of enology, Waterhouse has held the John D. Kinsella Chair in Food, Nutrition and Health, served as chair of the Department of Viticulture and Enology, and most recently was associate dean in Graduate Studies.



### JENNIFER SINCLAIR **CURTIS, PH.D.**

Dean. College of Engineering

Jennifer Sinclair Curtis is a Fellow of the American Association for the Advancement of Science, the American Institute of Chemical Engineers, and the American Society for Engineering Education and has served on numerous national advisory boards and committees, including currently co-chairing the National Academies Chemical Science Roundtable.

Her research focuses on flow behavior of particles, with applications ranging from food processing, pharmaceutical manufacture, and the aerospace, energy and mining industries to natural processes such as debris flows and sediments.

Her work has made important contributions to understanding how fluids and solid particles behave together. Prior to joining UC Davis, Jennifer Sinclair Curtis served as Associate Dean for Research at the University of Florida College of Engineering. She has served on the faculty at Lafayette College, Carnegie Mellon University, the University of Arizona and Purdue University, in addition to visiting professorships at the University of Minnesota; and at Monash University and the University of New South Wales in Australia.

She holds a Ph.D. and M.S. in Chemical Engineering from Princeton University and a B.S. in Chemical Engineering from Purdue University.



### DR. CHRISTINE **KREUDER JOHNSON** VMD, PH.D.

Professor of Epidemiology and Ecosystem Health, Director, EpiCenter for Disease Dynamics, One Health Institute, School of Veterinary Medicine, UC Davis

Dr. Christine K. Johnson is Professor of Epidemiology and Ecosystem Health and Director of the EpiCenter for Disease Dynamics at the One Health Institute in the School of Veterinary Medicine at University of California, Davis.

Her research activities focus on epidemiologic drivers of zoonotic disease spillover and spread, and ecosystem level processes that impact wildlife population health and emerging infectious diseases. She provides epidemiologic support to federal and state agencies to address challenging environmental issues and has pioneered surveillance design and standardized risk characterization for field studies on the local to global scale.

Professor Johnson leads surveillance activities for USAID's Emerging Pandemic Threats PREDICT project to implement concurrent animal and human field activities, identify infectious disease threats at high-risk animal-human interfaces, and work with implementing partners and international organizations to meet global health priorities.

At the University of California, Davis, her accomplishments include mentorship of post-doctoral scholars and graduate students interested in advanced training in disease dynamics, and the design of core didactic instruction in one health and ecosystem health for graduate and professional degree programs.



### **CHRISTOPHER CABALDON**

Mayor City of West Sacramento

Christopher Cabaldon was first elected Mayor of West Sacramento in 1998, and is serving his eleventh term. He is the first mayor elected directly by the voters of the city, after serving four terms as Mayor on the city council. The Sacramento Bee says that "under his leadership, the city has become one of the municipal stars of the region."

At the United States Conference of Mayors, he is Chair of the Jobs, Education, and the Workforce Committee and one of the nation's leading mayors on innovation, ports and exports, civil rights, and education. An appointee in the administrations of four California governors spanning both political parties, Mr. Cabaldon currently serves as California's commissioner on the Western Interstate Commission on Higher Education, where he is chair of the issues analysis & research committee.

Mayor Cabaldon's work on transportation, land use, water, air quality and climate change, housing, and economic development at the local, regional, and statewide scales has won numerous awards, and has become the model for effective regional collaborative action. Mr. Cabaldon earned his B.S. in environmental economics from UC Berkeley, and a Master of Public Policy & Administration degree from CSU Sacramento, where he received the Distinguished Alumni Award.



The CoLaborator space is a flexible, open floor plan with 3,000 square feet of shared lab and dedicated office areas with cubicles and furnished conference rooms. The laboratories include basic equipment for agriculture tech startups to quickly begin putting their ideas to the test. Bayer support includes Environmental Health & Safety services and applicable environmental Biosafety site permits as well as waste disposal (including chemical and bio waste).

Partnering with Bayer can also provide access to the global expertise and equipment of Bayer's research network.

#### **Key Features**

- Co-location at Bayer facility with a separate entrance, dedicated space, and controlled access determined by tenants
- Open lab space with flexibility to install mobile benches and biosafety hoods
- Lab infrastructure includes chemical safety hood and chemical storage cabinet
- Adjacent equipment room provides space for larger tenant-provided equipment
- Stand-alone IT network infrastructure
- Local laboratory and business resources for start-up companies (not associated with Bayer or specifically part of the lease arrangement)

#### Follow-up contact

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#### Website and social media:

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www.facebook.com/Bayer



The California Museum is a self-supporting 501(c)3 non-profit — home of the California Hall of Fame. The Museum engages, educates and enlightens people about California's rich history, its diversity and its unique influence on the world of ideas, innovation, art and culture. Through interactive experiences, the Museum inspires visitors to make a mark on history.



### University of California Agriculture and Natural Resources

#### Follow-up contact

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Valley Vision: valleyvision.org www.facebook.com/valleyvision @ Valley Vision Sac

University of California Agriculture and Natural Resources: ucanr.edu www.facebook.com/ucanr



### DR. STACY R. **MCAFEE**

**Associate Vice President for External** Relations, Strategic Partnerships and **Presidential Initiatives University of the Pacific** 

Dr. Stacy R. McAfee serves as the Associate Vice President for External Relations, Strategic Partnerships and Presidential Initiatives for University of the Pacific, a selective nationally-ranked private university in California. McAfee leads business, government and community relations advancing corporate, foundation, educational, alumni and government relations across Northern California. The strategic partnerships she establishes bolster experiential learning, philanthropy, new program development, career placement, and faculty research. As a member of the president's cabinet, she leads presidential initiatives including the clarification of institutional core values in 2017.

Prior to joining University of the Pacific, Dr. McAfee led University of Phoenix's Bay Area campus serving over 4,000 students in the San Francisco Bay Area online and at numerous campus locations. She directed admissions, academic affairs, student services, operations, alumni relations, and financial services. Under her direction, the campus received national recognition for multi-faceted performance excellence. Prior to her Bay Area campus leadership position, she directed academic affairs for University of Phoenix's West Region leading regulatory, legal, and academic quality assurance for 11 campuses.

Dr. McAfee has more than 30 years of leadership experience with a variety of public and private organizations across various industries. She serves on a number of boards including the Sacramento Metropolitan Chamber of Commerce, Capitol Public Radio, and Joint Venture Silicon Valley. She has served on the faculty of institutions of higher education including DePaul University, Elmhurst College, University of Phoenix, St. Charles Community College, and College of DuPage. Stacy serves as a speaker, subject matter expert, and regular contributor for panels, events, and interviews.

Dr. McAfee holds a Doctorate in Educational Leader and Management from Drexel University, an MBA from DePaul University, a Bachelor in Business Administration from Iowa State University, and an Associate of Arts from Highland Community College. She is a member of American Leadership Forum Mountain Valley Chapter and Leadership Sacramento. She is passionate about improving educational and career outcomes for traditional students and working adults. Dr. McAfee believes that access to quality education enables both personal and professional development and is essential to sustained economic growth, civic leadership, and innovation.

# WEETTHE #ACXchange PARTICIPANTS



**GUILLERMO** ACOSTA

National Director for **Productive Modernization. Ministry of Production** 

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**Guillermo Acosta** 



Guillermo Acosta is the National Director for Productive Modernization at the National Ministry of Production. He served as Minister of Industry, Trade, Mining and Science of the Córdoba Province. Previously, he worked at the private sector as Senior Economist and later as Director of the Institute for Economic Investigations at Córdoba Stock Exchange. He has experience in the area of regional and productive development as a consultant for industrial services and agribusiness companies. Mr. Acosta has also directed projects related to cluster and competitiveness development in health and technology areas. He has a degree in Economics from the National University of Córdoba and has taken the courses "Program for Management Development at the Catholic University of Córdoba" and "Microeconomics of Competitiveness (MOC)" with Professor Michael Porter at Harvard University. Mr. Acosta is a professor at the National University of Córdoba and Catholic University of Córdoba.

#### Interest in the tour:

 Look for international technological partners to boost Argentinian companies' capabilities.

#### **Industries:**

Agrobusiness, wine producers, medical industry, and industrial technology suppliers.

# **VIRGINIA AVILA**

**Deputy Secretary of Foreign** Affairs. **Government of Tucuman** 

Email:

virginiaavila@gmail.com



Virginia Avila is the Deputy Secretary of Foreign Affairs of the Government of Tucuman since 2017. She works together with the Argentine Chancellery to promote International Cooperation, Commercial Development, Negotiations, and Diplomacy. Since 2008 she has taken part in international negotiations between Argentina and different countries to benefit local exporters with phytosanitary and custom barriers. Previously, Ms. Avila served as Coordinator of Exports Promotions in IDEP Tucuman. During the past 10 years, she worked together with private companies to facilitate the opening of new markets to export regional products around Europe, North Africa, Asia, Middle East, Latin America and North America, Ms. Avila is a multilingual economist and MBA candidate from UNSTA, Argentina.

#### Interest in the tour:

- Learn from best practices and policies to promote the creation of start-up accelerators in the province working along the public and private sector, and to generate public policies for a better quality of life the citizens of Tucuman.
- Generate multinational visibility for the province and its productions and services, through the participation at International events, showcasing Tucuman and its potencial.
- Networking with different partners around the world, to promote the international relations in order to increase the business and multilateral collaboration.

#### Industries:

Health, agriculture, science and technology, and education.

# **DAVINIA BLAIR**

**Executive Director, Small Business Development** Centre

Email:

davinia.blair@sbdcbahamas.com LinkedIn:

**Davinia Blair** 



Davinia Blair is the Executive Director for the Small Business Development Centre. She served as the President of Advancement (2015-2018) at the University of The Bahamas where she provided leadership for collaborations with key stakeholders to garner financial support for projects and programmes that benefit the University. She has worked in various leadership capacities at the University for the past 8 years. Additionally, Ms. Blair serves on various boards and committees, including three terms as the Director for the Bahamas Chamber of Commerce and Employers' Confederation. She has 17 years of experience in the finance industry ranging from financial regulation, commercial banking, private banking and financial consulting for small businesses and industrial projects. She holds a M.Sc. in Decision Sciences from the London School of Economics (L.S.E.) and received her B.A. in International Economics at the American University of Paris (cum laude). Ms. Blair is also a member of the International Honor Society in Economics, Alpha Chapter of France.

#### Interest in the tour:

- Obtain technical assistance with a Technology Innovation laboratory.
- Generate international trade opportunities for creative industries and agriculture.

#### **Industries:**

Agriculture, technology, FinTech, creative industries, and tourism.

**ANDERSON CUMBERBATCH** 

**Chief Business Development** Adviser. **Ministry of Small Business, Entrepreneurship and** Commerce

Email:

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Anderson Cumberbatch is the Chief Business Development Adviser for the Ministry of Small Business, Entrepreneurship and Commerce. He has almost two decades of working with small business development across North America, Singapore, India, Mexico, Dominican Republic, Italy, China, among several other countries. He facilitates the growth of Barbados' economy and the Caribbean region through small business development. Mr. Cumberbatch holds a MBA in Management Studies from the University of the West Indies.

#### Interest in the tour:

- Obtain technical assistance in MSME development and to build out a viable MSME incubator system.
- Training opportunities for Business Support Organizations.

### **GRAHAM CLARKE**

**Executive Director, Barbados Coalition of Service Industries** 

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Graham Clarke is the current Executive Director of the Barbados Coalition of Service Industries, the company in charge of promoting trade in services and to support entrepreneurs through export-readiness programs. He is the former CEO of the Certified General Accountants' Association of the Caribbean where he was responsible for the market expansion of the CGA designation across the region. Mr. Clarke has a keen interest in the people's progress. His work as a Management Specialist provided the opportunity to travel the Caribbean region offering advice and supporting organizations in areas such as market expansion, CRM, resource mobilization, public education and product/services promotion. He has been a consultant to international development agencies such as UNDP, IDB, OXFAM and the Canada Fund for Local Initiatives in the Caribbean. Mr. Clarke is a Qualified Member and Fellow of the Chartered Institute of Marketing - CIM (England) and holds a Master's Degree in Marketing from Kingston University (England).

#### Interest in the tour:

- Get a firsthand look at how the SBDC Model works to effect greater business efficiency within the marketplace while facilitating an increased MSME contribution towards the US economy and to understand the relationship among the three key sectors - private, public and academia.
- Develop twinning relationships and MOUs with organizations in the US for reciprocal exchanges and learning/training opportunities and promote more north south collaboration between entrepreneurs and the Barbados Coalition of Service Industries.
- Identify opportunities and potential partners who are willing to invest in the emerging blue, green and orange economies within Barbados.
- Obtain technical assistance to develop a current project proposal to digitize services and facilitate trade across borders.

#### **Industries:**

ICT, cultural and creative industries, health and wellness, community tourism, and climate change industries (e.g.: within the Renewable Energy Sector).

# KIM **TUDOR**

**Chief Executive Officer, National Initiative for Service Excellence (NISE) Inc.** 

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Kim Tudor is the CEO of the National Initiative for Service Excellence (NISE), the lead body for enhancing national competitiveness in the service excellence and productivity areas. She also serves as a part-time lecturer with the CHSBM where she teaches on its EMBA programmes. Previously, she was the Corporate Service Director/Deputy Executive Director at Cave Hill School of Business and Management (CHSBM) and the University of the West Indies. Ms. Tudor is a Chartered Professional Accountant CPA who holds a MBA from Syracuse University and a B.Sc. from the University of the West Indies. She was selected as Alumnus of the Month in June 2012 by the University of the West Indies Cave Hill Campus for her outstanding contribution to the development of service excellence and productivity in the country. She is also a Certified Manager of Quality and Organisational Excellence.

#### Interest in the tour:

- Obtain assistance in ongoing measurement and monitoring of key innovation indicators.
- Connect with the University of California at Santa Cruz as well as the Los Rios Community College District.

#### **Industries:**

Education and research.

# **MICHAEL** SINGH

Advisor, Policy and Performance. Office of the Prime Minister

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Michael Singh is the Advisor to the Prime Minister of Belize on Government Efficiency and Technology. As such he is in charge of the Central Information Technology Office and leads the Digitization of government services. He has served as the CEO -Belize equivalent of Vice Minister- in the Ministries of Trade, Investment and Private Sector Development, as well as the CEO for Tourism, Aviation and Culture. He also worked as the Executive Chairman of BELTRAIDE, Belize's Investment and Private Sector development agency. Furthermore, Mr. Singh has also served as the CEO of his own company, BTALCO Ltd, a diversified company with businesses in the technology, transportation and real estate sectors. He holds a Bachelor's Degree from Loyola University in Finance and International Business.

#### Interest in the tour:

 Establish research opportunities on Business Intelligence Tools for improved governance and AI as a tool for enhanced governance.

#### **Industries:**

Technology based firms that work with government systems, payment infrastructure firms, and FinTech Firms.

# **CELIO** VAZ

President, Orbital Engenharia S.A.

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Celio Vaz is the founder and CEO of Orbital Engenharia S.A. with almost 20 years of experience in developing systems and equipment for the Brazilian Space Program. He has more than 30 years of experience in Mechanical Engineering focusing on energy generation systems for space applications, including satellite power supply subsystems, micro and small satellites system engineering management, liquid propulsion and microgravity suborbital platforms for scientific experimentation under microgravity environment. Dr. Vaz holds a Bachelor's Degree in Mechanical Engineering at Universidade de Brasília - UnB (1981), a MSc in Applied Systems Analysis at Brazilian National Space Research Institute - INPE (1989), and a Doctor in Science in Mechanical Engineering (Aerodynamics, Propulsion and Energy) at Technological Institute of Aeronautics - ITA (2000).

#### Interest in the tour:

· Search for partners and investors to develop business in our area of actuation to share Brazilian and USA space applications market opportunities.

#### **Industries:**

Space and defense industries.

# **NEWTON HAMATSU**

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**Newton Kenji Hamatsu** 



Newton Kenji Hamatsu is the Advisor to the President of FINEP, the Brazilian Agency for Research and Innovation, a position he has held for over 10 years. Previously, he served as an Advisor to the Director for Innovation of FINEP, Head of Fundraising Advisory Board of the Ministry of Science, Technology and Innovation, and Analyst of the Department of Energy and Clean Technologies at FINEP. Mr. Hamatsu has experience in the private sector in financial areas of companies such as Santander Bank, Upside Corporate Finance, and Time for Fun T4F.

#### Interest in the tour:

- Learn about technology transfer models between the public-sector and start-ups and large companies.
- Visit the incubators and accelerators that can provide us with new partnerships, new contacts and also new ideas of actions.
- Gain knowledge about the models used by US support agencies such as NASA, Darpa, NIH, DOE, among others.

#### Industries:

Main universities -especially their TTOs-, accelerators and incubators.

**RIDHA BEN-MRAD** 

Chief Research Officer. Mitacs

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Ridha Ben-Mrad



Ridha Ben-Mrad, P.Eng. is the Chief Research Officer and Associate Academic Director of Mitacs, as well as Director of the Mechatronics and Microsystems Group and a Professor of Mechanical Engineering at the University of Toronto. He previously held positions at the National Research Council of Canada in Vancouver and the Ford Research Laboratory in Dearborn, Michigan. His research interests are micro-actuators and, sensors and microfabrication. Dr. Ben-Mrad's research led to a number of patents and inventions including 12 patents and more than 180 refereed research publications. He received the Connaught Innovation Award in 2013 and in 2014. He chaired the IEEE IES Committee on MEMS and Nanotechnology and serves on the Steering Committee of the IEEE Journal on Micro Electro Mechanical Systems. Dr. Ben-Mrad was the founding Director of the Institute for Robotics and Mechatronics at the University of Toronto and was Associate Chair of Research of his department. He received a PHD in Mechanical Engineering from the University of Michigan in 1994.

#### Interest in the tour:

 Establish research networks to enhance innovation between Canada and other ACE countries.

#### Industries:

All industries as Mitacs funds projects in all sectors of the economy in Canada.

# ROBERT **FAULDER**

**Executive Director (Acting),** National Research Council Canada

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Robert Faulder is the Atlantic Region Executive Director for the National Research Council of Canada's Industrial Research Assistance Program (IRAP), a position he has held since June 2017. Previously, he was a Regional Director with IRAP in Calgary, Canada for a period of 11 years. Prior to becoming a director, Mr. Faulder was an Industrial Technology advisor at IRAP for 10 years. He is a Professional Engineer and received his BSc in Mechanical Engineering from the University of Alberta.

#### Interest in the tour:

 Generate NRCC International collaborative research projects and accelerator programs.

#### **Industries:**

IT, telecom, agriculture, and manufacturing.

**NANCY PÉREZ** 

#### Director of Innovation, Universidad del Desarrollo

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**Nancy Pérez** 



Nancy Pérez is the Director of Knowledge Management and Technological Innovation at Universidad del Desarrollo (UDD), where she has served since March 2014. Mrs. Pérez is also a professor in technology management and intellectual property in different programs at UDD (undergraduate and graduate programs) and she serves as a CORFO project evaluator. Previously, she worked for two years as a Deputy Director of Knowledge Transfer at INAPI and for more than ten years as a project leader at IM2 -a CODELCO Subsidiary-, developing technology for the mining sector. Major highlights in her career include developing successful technologies that were used by CODELCO, as well as promoting technology transfer capabilities and leading a cultural transformation to advance science-based innovation at UDD. She is a Computer Science Engineer and earned a Master's Degree in Innovation, Technology, and Entrepreneurship, both at Universidad Técnica Federico Santa María.

#### Interest in the tour:

- Expand research or educational partnerships with another ACE host and/or participant.
- Science-Based Innovation in biomedicine.
- Foster technology transfer to Chile, specifically to improve the competitiveness of Bio companies.
- Connect UDD's R&D capabilities with US companies' needs.

#### **Industries:**

Biomedicine, Industry 4.0, medical research, data science, mining, agricultural.

**AMERICA CASTIBLANCO** 

**Entrepreneurship Director,** iNNpulsa Colombia

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**America Castiblanco** 



America Castiblanco is the Director of Entrepreneurship at iNNpulsa Colombia. Previously, she has had the opportunity to promote the development of innovation and entrepreneurship in Colombia and Brazil by assuming different roles throughout her 10 years-long professional career, including Chief Operation Officer of Belo Horizon -a start-up accelerator in Brazil-, and Strategic Adviser of Confecámaras -a consulting firm specializing in innovation management for local and international companies in Colombia-. She has been a professor of undergraduate and graduate programs at universities such as Universidad Pontificia Javeriana Bogotá, CESA, EAN, Universidad de la Sabana and Universidad Sergio Arboleda. Ms. Castiblanco is the author of the book "Innovation Route Guide", conducted as a theoretical and methodological basis for entrepreneurs participating in partnerships for the innovation program executed by Colciencias and Confecámaras in 2016. She writes a monthly column in the Javeriana Magazine on entrepreneurship and innovation issues.

#### Interest in the tour:

- · Access to financial options for Colombian entrepreneurs, and access to an acceleration process in California.
- Establish strategic alliances to connect the ecosystems.

#### **Industries:**

Tech industry, cultural and creative industry.

# VICKY IBÁÑEZ

**Executive Director,** Colombian American **Chamber of Commerce** Barranquilla

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Vicky Ibáñez



Vicky Ibáñez is the Executive Director of the Colombian American Chamber of Commerce (AmCham) - Barranguilla Branch. She founded the AmCham in Barranguilla (Colombia) in 1998, building it up as the newest branch of the country. Previously, she managed the World Trade Center Barranquilla and supported the foundation of the business antismuggling program (BASC) in the city. From 1990 to 1995, Mrs. Ibáñez managed DHL's offices in Barranquilla and Cartagena. She continued her career as regional manager of Cine Colombia and then moved on to create SuPapel S. A. She graduated in Business Administration and Finances in Barranquilla. Mrs. Ibáñez also holds a degree in Top Management, a degree in Strategic Leadership, and a Master's Degree in Business Management.

#### Interest in the tour:

 Look for export or investment opportunities for the agroindustrial sector and gain more knowledge on public-private partnerships.

#### **Industries:**

Singularity, Center for Agroecology & Sustainable Food Systems (CASFS), THRIVE Accelerator, and the Center for Water Technology (ICWT) at Fresno State.

# ARIANA **TRISTÁN**

Director, **Chamber of Industry** 

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Ariana Tristán is the Innovation and Internationalization Director of the Chamber of Industry of Costa Rica since October 2015. She is responsible for the planning and execution of capacity building projects for SMEs with emphasis on innovation, internationalization, and productive networks. She is also in charge of the representation of the industrial sector in National Commissions and working groups related to innovation, SMEs, and networks with MNCs. Mrs. Tristán has organized the main business innovation event in Costa Rica during the last three years. Previously she served as Market Research Coordinator of the Foreign Trade Promotion Organization of Costa Rica (PROCOMER) where she worked for 10 years. She is an economist from the FUNDEPOS University. Mrs. Tristán holds a graduate degree in Business Intelligence Specialist from Instituto Tecnológico de Costa Rica, and an MBA in International Business from FUNDEPOS University. She is an Innovation Adviser graduated from the National Program of the Ministry of Science and Technology and University of Leipzig.

#### Interest in the tour:

- · Learn about Innovation Centers or Labs related to private sector.
- Establish academia and private sector relationships, which have been a weakness in the innovation ecosystem of Costa Rica.

#### **Industries:**

Biotechnology, aeronautics, life sciences, and food industry.

LIZ BRENES

Vice-Dean for Research, (Development and **Innovation**) Universidad Estatal a Distancia"

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**Lizette Brenes** 



Lizette Brenes is the Vice-Rector for Research (Development and Innovation) of the Universidad Estatal a Distancia (UNED) since 2011. She leads more than 20 research groups and more than 30 laboratories in Costa Rica. In 2017, UNED achieved 14 innovations and its Fab Lab received the New Media Consortium Center of Excellence Award 2017. Dr. Brenes is a member of the Scientific Council of the National Center of High Technology. She has published five books and more than 30 articles in scientific journals. She has developed with her team 5 prototypes, such as a virtual reality game for girls (STEM). Dr. Brenes is a graduate professor, lecturer and international consultant and has a Ph.D. in economic and business sciences.

#### Interest in the tour:

- Expand research or educational partnerships.
- Improve workforce training processes.
- Improve business practices and production and new public-private partnerships.

#### Industries:

Silicon Valley (ICT, AI).

# VELIA **GOVAERE**

Coordinator, **Observatory of Foreign Trade** of Universidad Estatal a Distancia

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Velia Govaere is the coordinator of the Observatory of International Trade at UNED and member of the State Reform Commission of the Alvarado Administration (2018). She has been the Executive Director of the Private Council of Competitiveness (2013-2016), legal advisor in matters of competitiveness for the President of Costa Rica (2010 - 2013), Vice Minister of the Ministry of Economy, Industry, and Trade (2009-2010) and consultant for the IDB, USAID, OAS and other international organizations. She is a lawyer specialized in international trade law with more than 23 years of experience, especially in the areas of WTO, FTA, Competitiveness Policies and SME Enterprises in Central America and the Caribbean. Dr. Govaere holds a Master's Degree from the University of Michigan and a PhD from the Universidad Estatal a Distancia.

#### Interest in the tour:

Gain more knowledge about key policies or actions in the State of California or its Universities to foster productive, innovation and entrepreneurship policies.

#### Industries:

 The University of California at San Francisco, Silicon Valley and Ames' incubators, University of California, Santa Cruz (UCSC), The THRIVE Accelerator, California State University.

# **PATRICIO** ALARCON

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**Patricio Alarcon** 



Patricio Alarcon is the President of the Chamber of Commerce of Quito, the President of the Ecuadorian Entrepreneurial Committee, and the President of the Ecuador Chapter of the International Chamber of Commerce - ICC Ecuador. He is also part of the Ecuador's public debt oversight committee, created by the Contraloría General del Estado. Additionally, he is part of the Board of Sud Com Company -engaged in businesses such as Rikocom (manufacturer of sauces), Creamedios (marketing of alternative media), Hanoy (Real State company)-. Previously, Mr. Alarcon was the President of the National Federation of Chambers of Commerce for two years and the General Manager of Importer Distributor DIPOR S.A. (Tonicorp Holding) to market and distribute products of mass consumption (1997-2014). He holds a Master in Business Administration (IDE) and has a BS in Entrepreneurship from Babson College (USA).

#### Interest in the tour:

· Public-private partnerships (local municipalities) to expand the Investment Agency of Quito and to help a local group to create an Innovation Center focused on certain sectors.

#### Industries:

Food industry and renewable energy, agroindustry, banking software, finance, tourism, investment funds and seed capital.

**FERNANDO** LOPEZ

President, **Grupo POLYTEC** 

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Fernando López is a Member of the Private Competitiveness Council (CPC) in Guatemala, the Representative of the private sector in the Social and Economic Council of Guatemala (CES), a guest member of the board of FUNDESA (the main private sector foundation for development), and a Representative of the CPC in PRONACOM (Guatemala's National Competitiveness Program). He is the former President of the Chamber of Industry of Guatemala and former president of the Latin American Industry Association (AILA). Mr. Lopez has always been deeply involved with competitiveness, entrepreneurship, and innovation in Guatemala. He is an entrepreneur, mainly in the plastics sector and founded several companies, such as POLYTEC (Flexible packaging), LACOPLAST (Rigid plastics containers), ECOPLAST (recycling) and MyAPPSoftware/Criptonube (Cloud services and IT Solutions and support). He is also involved in the academic area as trustee of Universidad Francisco Marroquín and has been a professor in different subjects. Mr. Lopez holds a degree in Chemical Industrial Engineering.

#### Interest in the tour:

- Be exposed to entrepreneurial ecosystems.
- Generate private/public alliances and academic partnerships.

#### Industries:

Agricultural, IT, and environmental.

**LORENA** QUIÑONES

**Entrepreneur and Director,** La Fabrica and QUILO S.A

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Lorena Quiñones is currently the Director of La Fabrica, a recent coworking project located in Guatemala City and QUILO S.A., a family-owned real state company. Having an entrepreneurial spirit, she is responsible of strategy and operations of the coworking space and the creator of an entrepreneurship and innovation project to be developed with QUILO S.A. in the coming years. She is passionate about economic and social development, anticorruption advocacy, and fostering private-public sector and academia partnerships. Previously, Mrs. Quiñones was the International Project Relations Specialist in Guatemala's Chamber of Industry, one of the main business organizations in the country, being the main liaison for the Latin American Industrial Association (AILA) and the International Chamber of Commerce (ICC) in Guatemala. She also worked as the Secretary General of the Toulouse School of Management Alumni Association and held a position at the Airbus Foundation on the Social Impact Studies field. Living abroad for studies has been a crucial part of her life, since she lived 8 years in New Zealand, France and Chile where she also volunteered in many social and environmental organizations. Mrs. Quiñones holds a M.S in International Management, a M.S in International Tourism Economics and Management -both from the Toulouse School of Management- and a B.S in Economics and Management of the University of Toulouse.

#### Interest in the tour:

- Technical advice from cluster and innovation ecosystem experts, urbanistic developers, and people who has developed innovation parks and organizations promoting international direct investment.
- Establish a know-how collaboration with Silicon Valley boosters to learn from them.
- Generate partnerships with international investors and donors, also interested in economic and social development.
- Establish collaboration with public sector representatives to learn more about the economic development projects, as well as enhancing entrepreneur and innovation ecosystems.

## JEFF D. **PIERRE**

Executive, Ministry of Economy and **Finance** 

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Jeff Désir Pierre is an Executive of the Ministry of Economy and Finance and has worked since January 2016 as an Economist-Statistician. His work has focused on developing entrepreneurship through innovation. He has worked on two major projects: an innovation policy and the launching of the first technological incubator in the country named Alpha Haiti.

#### Interest in the tour:

- · Establish partnership with some other incubators on education and
- Obtain technical assistance for training Alpha's incubees.
- Find and talk with experts to be invite them as key speakers for events at Alpha Haiti (Alpha Talk).
- Obtain knowledge on building an effective and efficiency ecosystem.

#### Industries:

IT industry, and agricultural industry.

ALTHEA **WEST-MYERS** 

Manager, **Jamaica Business Development Corporation** 

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Althea West-Myers is a Development Strategist who currently serves as Manager of Business Advisory Services at the Jamaica Business Development Corporation, the government's agency for the development and support of SMEs in the island. As such, she has designed and implemented a tiered development programme to serve the varying levels of entrepreneurs/entrepreneurship that exist in Jamaica. She recently conceptualized and implemented a business accelerator which has been successful in connecting participants with approximately \$J70m in investment capital and has opened new markets (local and global) for eight of sixteen participants. Mrs. West-Myers managed the implementation of the pilot run of the American Small Business Development Model and is currently involved in establishing a network of SBDCs across the island. She also teaches Business and Entrepreneurship courses in several universities and colleges in Kingston, Jamaica.

#### Interest in the tour:

Gain exposure to innovative support strategies and programs for start-

#### Industries:

Digital Media, agriculture, science and technology, and tourism.

**ORAL SHAW** 

Principal Director, **Ministry of Industry,** Commerce, Agriculture and **Fisheries** 

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Oral Shaw is the Principal Director within the Ministry of Industry, Commerce, Agriculture and Fisheries (MICAF) responsible for the growth and development of the micro, small and medium enterprise (MSME) sector in Jamaica. He has over 30 years experience highlighted by progressively responsible and diverse experience in public sector and competitive business environments. He served as Director of Corporate Services at the Petroleum Corporation of Jamaica; Executive Manager of Finance, Planning and Administration at Blue Cross/Blue Shield in Jamaica; Business Development Adviser with the Commonwealth Secretariat in London, and Vice President and Senior Management Consultant with Trevor Hamilton and Associates, International Consultants and Analysts in Jamaica. Mr. Shaw is a Business Development Specialist and Project Manager with a MBA in International Business and Strategic Management from the University of Bradford (UK), and holds a degree in Economics and Management from the University of the West Indies.

#### Interest in the tour:

- · Develop modalities for affordable capital for SMEs.
- Obtain technical assistance in reducing SME informality.
- Establish partnerships of best practice models for SME growth and development.

#### **Industries:**

Successful small and medium scale businesses in all sectors.

## **PATRICIA** LEWIN

Senior Technology Office, **National Commission on** Science and Technology of the Ministry of Science, **Energy and Technology** 

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Patricia Lewin is the Senior Technology Officer in the National Commission on Science and Technology -an agency under the Ministry of Science, Energy and Technology- since 2014. She was appointed as the Corporate Secretary of Jamaica's National Foundation for Development of Science and Technology in 2017. Currently, Ms. Lewin serves on several key national public sector committees and boards. Previously, she worked at the Connecticut Community Foundation (USA) as a Public Policy Researcher. She served as Technical Information Officer at the Scientific Research Council. Ms. Lewin is a qualified sustainability practitioner with seminal training in the sciences, holding a BSc. in Biotechnology and a M.A. in Sustainable Development in Development Management and is a PhD candidate at the University of the West Indies, Mona.

#### Interest in the tour:

- Foster bilateral relationships and partnerships that improve systematic exchange.
- Network among innovation and entrepreneurship entities and technology managers.

#### Industries:

ICT/Technology, agriculture, tourism, education and research.

## **ALONSO HUERTA**

President, **National Network of Councils** and Organizations of Science and Technology

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José Alonso Huerta Cruz is the President of the National Network of Councils and Organizations of Science and Technology (REDNACECYT), a national association integrated for all Ministers, Councils and Institutes of the local government responsible for promoting science, technology, and innovation in Mexico. He is the Director General at Council of Science, Technology and Innovation in Hidalgo State (CITNOVA), the public agency responsible for promoting knowledge-based development in Hidalgo and coordinating the public policies to consolidate a knowledge economy. He is the Vicepresident at Mexican Association of Executives of Applied Research and Technological Development (ADIAT) and National Coordinator of Nodes at Global Network of Highly Qualified Mexicans (Red Global MX). Mr. Huerta Cruz holds a Master in Economic and Financial Engineering, a Master in Business Administration, a Master in Public Management, a Bachelor's Degree in Business Administration and a Bachelor's Degree in Law.

#### Interest in the tour:

- Expand research or educational partnerships with another ACE host and/or participants.
- Upgrade workforce training processes.
- Improve business practices and production.
- · Formalize economic development collaboration with another community (e.g. sister cities, etc.).
- New or improved infrastructure.
- Establish a new economic plan or regional framework.
- Access to capital.

#### **Industries:**

Software, agriculture, food and space industries.

## **ALFREDO SALDAÑA**

Chief of Office, **National Governors' Conference of Mexico** (CONAGO)

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Alfredo Saldana Alvarez is the Chief of Office of the Technical Secretariat of National Governors' Conference of Mexico (CONAGO) since October 2010. He also serves as a legal advisor and leads the Information and Communication Technology area. He is currently in charge of a project that aims at developing and stablishing the Center for Best Practices of CONAGO. Previously, he worked as a lawyer specialized in administrative and corporate law at SIAC, S.C. Mr. Saldana is a lawyer and earned a Master's Degree for Innovation and Enterprise Development from Instituto Tecnológico y de Estudios Superiores de Monterrey.

#### Interest in the tour:

- Share innovation and best practices for national and regional levels.
- Strategic investments from public and private sectors.
- Information and communication technology.

#### **Industries:**

NASA, UCSC, Western Growers Center for Innovation and Technology; Hartnell Community College's Center for Advanced Technology, and California State University, Fresno.

**IVAN TORRES MENCHACA** 

President, **Federation of Chambers of** Commerce of the State of Jalisco

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Ivan Torres Menchaca is the President of the Federation of Chambers of Commerce of the State of Jalisco in Mexico. Previously, he served as the National President of Young Entrepreneurs of the National Chamber of Commerce Confederation of Mexico. He has been Vice President of Innovation and Vice President of Youth Entrepreneurs of the chamber of commerce of Guadalajara. In the private sector Mr. Torres is the CEO of a transportation company that operates in four states of Mexico and has more than 60 people collaborating.

#### Interest in the tour:

Connect Guadalajara's software companies with other IT companies at Silicon Valley.

#### **Industries:**

Apps and software development.

**NACHO CALDERON** 

**Advisor on Entrepreneurship Aguascalientes Municipality** 

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Nacho Calderon is a Consultant for Municipality of Aguascalientes through the DEEM plataform, a consulting firm founded in 2009. He is the Principal of Creativity Faculty at Universidad Cuauhtémoc Campus Aguascalientes. He has been actively participating in the Mexican entrepreneur ecosystem for the last 15 years. Mr. Calderon keenly promotes the entrepreneur lifestyle in conferences and workshops, among others, all over the country. He has participated in many international young entrepreneur summits since 2011.

#### Interest in the tour:

- Expand research or educational partnerships.
- Improve business practices and production.
- New public-private partnerships.
- Formalize economic development collaboration with another communities.
- Establish a new economic plan or regional framework.

## **MARÍA LIZ PALACIOS**

**Director of Technical Cabinet, Viceministry of Basic Education** 

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María Liz Palacios is the Director of Technical Cabinet of the Viceministry of Basic Education of Paraguay, where she has served since 2014. Previously, she worked as Planning Coordinator at the Technical Unit of Modernization of Public Administration (UT MAP). Additionally, she also served as Director of Institutional Development and Change Management at the Secretariat of Public Service, as well as Director of Interinstitutional Coordination at the General Direction of Technical Cabinet of the Ministry of Industry and Commerce. She was also a journalist for the Ultima Hora newspaper. Ms. Palacios is an economist graduated from the National University of Asunción and has a master degree in Policy and Public Management from the Catholic University.

#### Interest in the tour:

- Obtain technical assistance to develop a project at the Ministry of Education and Science based on using ICT for schools, focalized in training and equipment for students and teachers.
- Meet experts on hydroelectrical companies to work with universities in studies of research and budget, considering that we have one of the largest hydroelectric power plants in the world and we need technical assistance in some areas.

## PAOLA **FERRARIO**

Chief Operations Officer, Challenger

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**Paola Ferrario** 



Paola Ferrario is the Chief Operations Officer of Challenger, a company that promotes entrepreneurs internationally. Challenger offers access to markets for entrepreneurs in diversified areas, such as the creative economy, AgTech, and STEM markets. Moreover, since 2017 she is the President of the State Alumni Paraguay, a non-gubernamental organization that aims to bring together participants and former participants from exchange, educational, and cultural programs sponsored by the U.S. government. She works with over 2,000 students to promote economic development, democracy, education, and youth activities. Her efforts to promote entrepreneurs around the world have given her the opportunity to work with well-known entrepreneurs. Ms. Ferrario studied Communications at the National University of Asunción and specialized in Entrepreneurship and Innovation with the Young America's Business Trust and Mashav in Isreal.

#### Interest in the tour:

- Expand research or educational partnerships with another ACE host and/or participant.
- Improve workforce training processes.
- Improve business practices and production.
- New public-private partnerships.
- Establish a new economic plan or regional framework.
- Access to export markets and supply chains.
- · Looking to work as a link between the national government of Paraguay and technical assistance in the U.S. looking for opportunities of economic development for SMEs and agriculture collaboration.
- See best practices of the YCombinator, Social Capital, and Plug-N-Play.

#### **Industries:**

Agricultural practices, incubators, and Venture Capitals.

## **JORGE ALFREDO HUARACHI**

Researcher and professor of Entrepreneurship and Innovation, **Catholic University of Saint Toribean of Mogrovejo** 

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Jorge Alfredo Huarachi is a researcher and Professor of Entrepreneurship and Innovation at the Catholic University of Saint Toribean of Mogrovejo. As a researcher he participates in the diagnostic of the Agricultural business sector in Peru for CONCYTEC -the Peruvian Council of Science and Innovation- and published a book compiling the findings. In the last two years he has promoted the formation of the Push Equipment of the Regional Innovation Agenda of the Lambayeque region, which became official in July with the participation of several institutions such as the National University Pedro Ruiz Gallo, the Catholic University Saint Toribean of Mogrovejo, the Association of Exporters of the Lambayeque region -AREX- and the Council of Entrepreneurs of the Lambayeque region. As a Professor he participates in academic groups that conduct research over the characteristics of the small entrepreneurs of the Lambayeque region that are users of the Center of Entrepreneurs Development of the Catholic University Saint Toribean of Mogrovejo in alliance with the National Minister of Production. Moreover, Mr. Huarachi is enrolled in a program for entrepreneurship trainers at Startup Hero -India- and he also participates in the Master Program of Professional Studies in Technology Entrepreneurship at the University of Maryland at College Park, MD.

#### Interest in the tour:

Work in collaboration with institutions that have research centers in Bio technology and Information Systems and other sciences applied to agricultural and manufacturing, as well as mining and services sectors.

#### Industries:

Agroindustry, manufacturing, services transport and mining.

## **OMAR** AZAÑEDO

Manager, **AMCHAM PERU** 

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**American Chamber of Commerce of Peru** 



Omar Azañedo is the Manager of the American Chamber of Commerce of Peru (AmCham Peru) and runs the Business & Innovation Center of AmCham Peru since February 2004. Previously, he served as an Analyst and Advisor in the Commercial Service of the Mexican Embassy in Peru, BANCOMEXT, the Bank Central of Reserve of Peru, and the U.S. Commercial Service in Peru. He has also worked as professor in several universities in Peru and has been a quest keynote speaker at different organizations, institutions, unions, regional governments and work and research committees. Mr. Azañedo is an economist from Universidad del Pacífico, and also holds postgraduate studies in International Relations, International Business and Foreign Trade.

#### Interest in the tour:

- Generate alliances between American and Peruvian companies to increase exports and imports of products and services between these countries.
- Obtain technical assistance on technology transfer and innovation in agriculture, food and beverages industry, organic products, among other industries.

## DENELL **FLORIUS**

Entrepreneur, EcoCarib Inc.

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@ DenellFlorius



Denell Florius is the Cofounder and CEO of a solar energy services company called EcoCarib Inc. since September 2014. Previously, he served as Engineering Manager for one of the leading engineering and construction firms in Saint Lucia, called Integrated Development and Construction Ltd. Mr. Florius has been a renewable energy consultant to Rocky Mountain Institute-Clinton Climate Initiative, the Government of Saint Lucia, and is currently an official OECS 30 under 30 Entrepreneur.

#### Interest in the tour:

- · Legal assistance in securing international intellectual property
- Generate alliances with supply partners for energy efficiency and renewable energy technologies for commercial and residential projects in the OECS.

#### **Industries:**

Solar Energy Industry, Electric Vehicle Industry, and Information Technology Industry.

**SHAWN DE FREITAS** 

Co-Founder / CEO, **Dingole LTD** 

Email: info@dingole.com LinkedIn: **Shawn De Freitas** 



Shawn De Freitas is the Founder/CEO of Dingole LTD, an award-winning company pioneering AR/VR. Dingole LTD is the first Trinidadian company to be accepted to the prestigious Start-Up Chile accelerator -ranked #1 in Latinamerica-. Dingole LTD is a key stakeholder, partnering with the US Embassy and Ministry of Community Development to advanced tech/entrepreneurship training targeted to youth from disenfranchised communities. These initiatives play a central role in promoting the entrepreneurial mindset, building innovation capabilities and community building. Mr. De Freitas has over 15 years experience working with digital media and ICT. He occupies a key position within his entrepreneurship ecosystem acting as a mentor, influencer, advisor, and trainer. He is often invited to participate in road mapping/policy workshops hosted by the Ministry of Planning and Development and the Economic Development Advisory Board. Mr. De Freitas has earned a MSc (Dist) Interactive Technologies at Brighton University and a B.Sc Economics and Management at the University of West Indies.

#### Interest in the tour:

- We are seeking access to mentors, speakers, successful global entrepreneurs, support systems, accelerators and investor networks to support our education initiative.
- Establish new connections to build networks between local stakeholders and stakeholders in the visiting region.
- Establish long-term collaborative partnerships to strengthen innovation and entrepreneurship ecosystems in Trinidad and Tobago and the wider Caribbean.
- Search for potential partnerships to have student cultural exchanges.

#### **Industries:**

Information technology, agriculture, immersive tech industry -AR, VR, Mixed Reality, EduTech-.

**SHELLYANNE** WILSON

Lecturer. **University of the West Indies** 

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Shellyanne Wilson is a Lecturer in the Department of Management Studies at the University of the West Indies (St. Augustine) since 2014, where she lectures in the areas of strategy, operations and supply chain management. She is also the Programme Coordinator for the Master of Science programmes in Management Studies, and Aviation Management. Previously, she was an Assistant Professor at the University of Trinidad and Tobago. Prior to joining academia, Dr. Wilson worked in the Trinidadian manufacturing sector in quality management and manufacturing management. She earned her Doctorate at the University of Cambridge in Manufacturing Strategy, and is actively involved in research areas of competitiveness, global value chains and manufacturing strategy, especially as they relate to the Caribbean region.

#### Interest in the tour:

- Expand research or educational partnerships.
- · Improve workforce training processes.
- Improve business practices and production.
- Establish a new economic plan or regional framework.

#### Industries:

Academia, food processing & packaging.

## BEN **PINGREE**

Director, **Tallahassee-Leon County Place** 

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Office of Economic Vitality



Ben Pingree is the Director of Tallahassee-Leon County PLACE and is dedicated to serving local and state governments across Florida for over 20 years. He is a member of Leadership Florida, Class 29, and is the President of the Florida State Parks Foundation. Previously, he was the County Administrator of Wakulla Count and served as President and CEO of the Zoo Miami Foundation. Mr. Pingree has a passion for growing business and maximizing the quality of life in Florida's Capital Community and serves with a talented team of public servants who work hard every day to make that happen. He began his studies at University of Queensland (Australia) where he played baseball and he received his Bachelor's Degree from Boston University. Mr. Pingree earned a Master's Degree in Public Administration from Florida State University.

#### Interest in the tour:

 Meet with research institutions, companies, and local partners who have been successfully working together to build an industry cluster.

#### **Industries:**

Advancing manufacturing, applied sciences, research and development institutions.

## **JAVIER RIVERA-AQUINO**

**Deputy Secretary, Puerto Rico Department of Economic Development** 

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Javier Rivera-Aquino currently serves as Deputy Secretary of the Puerto Rico Department of Economic Development and Commerce. Previously, he has served as the Executive Director for the Puerto Rico Industry Investment Board. He also was the Secretary of the Puerto Rico Department of Agriculture. Mr. Rivera Aquino served as the State Representative for the 22nd District and Chairman to the Commission on Agriculture. He also held a position at the Puerto Rico House of Representatives; among others. He earned a Bachelor in Agricultural Sciences from Ohio State University and a Juris Doctor from the University of Puerto Rico.

#### Interest in the tour:

- Expand research or educational partnerships with another ACE host and/or participant.
- Upgrade workforce training processes.
- Improve business practices and production.
- Formalize economic development collaboration with another community (e.g. sister cities, etc.).

#### Industries:

Farming and manufacturing, tech start-ups, and health care.

## LIBBY **SZABO**

County Commissioner, **Jefferson County** Government

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**Jefferson County** 



Libby Szabo is a former three-term Colorado House Representative. In January 2015, she was chosen by her party's Vacancy Committee to fill a Jefferson County Commissioner's unexpired term. In November 2016, she was elected to her first four-year term as Commissioner and has served as Board Chair in both 2016 and 2017 and now, serves as Pro-Tem. She serves on Denver Regional Council of Governments; Chair of the Colorado Counties, Inc. (CCI) Legislative Committee; Jefferson County Economic Development Corporation Administrative Committee, the Board of Directors and the Board of Governors; Jefferson Parkway Public Highway Authority Board; Urban Drainage and Flood Control District Board; and, Rocky Flats Stewardship Council. In June 2017, Ms. Szabo was chosen as one of five County Commissioners across the country to attend the White House Infrastructure Summit. Most recently, she was appointed to the U.S.

#### Interest in the tour:

- Establish partnership for research and to provide education opportunities for constituents, cultivate a public/private partnership to advance, with ultimate goal of building, infrastructure to service the central region of metro-Denver.
- Develop robust relations with potential foreign entities to recruit and retain companies in the Jefferson County region and build upon increasing international trade.

#### **Industries:**

Biotech innovators, workforce educators, transportation, start-ups, and public private partnerships.

**Region Nine Development** Commission

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**Region Nine Development Commission** 



United States

Nicole Griensewic Mickelson is the Executive Director of Region Nine Development Commission. As such, she has made it a priority to foster collaboration and engagement by sharing Region Nine's story both regionally and globally. Her passion for public service is reflected in Region Nine's accomplishments, including national innovation awards for transportation projects, communications and marketing, climate change, and flood mitigation. At the third Americas Competitiveness Exchange on Innovation and Entrepreneurship tour, Ms. Griensewic Mickelson was asked to address leaders from 28 countries, highlighting efforts and best practices from Region Nine. She also is an active board and committee member for multiple organizations throughout Minnesota. Currently, she serves as president of the Greater Minnesota Partnership, and is an executive committee member for the University of Minnesota's Center for Transportation Studies, where she serves as chair of the Governance Committee. Moreover, Ms. Griensewic Mickelson serves as secretary of Lutheran Social Services of Minnesota's Governing Board of Directors and as the Chair of their Joint Governance Committee and serves as an advisory board member for South Central College's Center for Agriculture. She serves on the executive committee for the Minnesota Medical Manufacturing Partnership, as part of the EDA's Investing in Manufacturing Communities Program. Ms. Griensewic Mickelson is a graduate of the University of Wisconsin-Eau Claire and Elizabeth Kearney Woman's Leadership Institute. She received the 2017 Outstanding Recent Alumnus Award from the University of Wisconsin-Eau Claire. Her professional background includes extensive private sector and non-profit leadership experience.

#### Interest in the tour:

- Expand research or educational partnerships.
- · New public-private partnerships.
- Formalize economic development collaboration with another community.
- Establish a new economic plan or regional framework.
- Access to export markets and to supply chains.

#### **Industries:**

Agricultural, wineries, medical research, and transportation planning innovation.

## MARY **CRONIN**

**Managing Director, Smith Dawson & Andrews** on behalf of the County of Kaua'i

Email: maryc@sda-inc.com



Mary Cronin is the Managing Director of Smith Dawson and Andrews, a public affairs firm in Washington, D.C. After a career spanning federal, state and county government, she now assists SDA clients with policy and funding goals related to K-12 education, higher education, tariffs and trade, and ways communities can benefit economically from investments in energy sustainability, transportation and infrastructure, housing and land use policies. Most recently, she was Director of the bipartisan Northeast-Midwest Congressional Coalition (NEMW), where she managed a number of Congressional task forces, coordinating common policy interests among more than 70 Members of Congress representing 18 Northeast and Midwestern states. Prior to her service on Capitol Hill, Ms. Cronin was the Assistant Director of Government Relations for the Fairfax County (Virginia) Public Schools -the nation's 12th-largest school system- and Legislative Director to the Assistant Majority Whip in the Massachusetts House of Representatives. Ms. Cronin graduated from Saint Michael's College, holds a Master of Science in Public Affairs from the University of Massachusetts, McCormack Graduate School of Policy Studies, and a Master of Arts in Strategic Security Studies from the College of International Security Affairs at the National Defense University.

#### Interest in the tour:

Advance the efforts of ACE Team Hawaii to host a future ACE.

#### **Industries:**

Innovation and entrepreneurship, agricultural innovation, and energy sustainability.

## MAGGIE **GIURIA**

Director for Innovation and Entrepreneurship, **Catholic University of Uruguay** 

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**Maggie Giuria** 

Universidad Católica del Uruguay



Maggie Giuria is the Director of the Center for Entrepreneurship and Innovation of the Catholic University of Uruguay. In her role, she leads the University's incubator and idea lab, as well as coordinates the universities courses regarding these topics. Previously, she has been a Project Manager for the National Research and Innovation Agency of Uruguay, a government entity that provides grants for entrepreneurs, research and innovation projects. Ms. Giuria earned her Master's Degree in Business Administration -MBA- and her undergraduate degree in business from the ORT University of Uruguay.

#### Interest in the tour:

Explore best practices and receive assistance to building the start-up incubator on campus.

#### **Industries:**

Software industry, wine, food, and universities.

OLE **JANSSEN** 

**Deputy Director General, German Federal Ministry for Economics and Energy** 

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ole.janssen@bmwi.bund.de



Ole Janssen is the Deputy Director General for Innovation and Technology Policy at the Federal Ministry for Economic Affairs and Energy of Germany. He oversees national and international innovation and technology policy issues.

#### Interest in the tour:

Cooperation in Research and Development.

#### **Industries:**

Technology open interests and non-technological instruments of innovation policy.

## DR. TONY **CURZON PRICE**

**Economic Adviser to the** Secretary of State. **UK Department of Business Energy and Industrial** Strategy

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**Tony Curzon Price** 



Tony Curzon Price is the Economic Adviser to the Rt Hon Greg Clark MP, Secretary of State for Business, Energy and Industrial Strategy. Previously, he was head of economic analysis at the UK's Competition and Markets Authority and a research economist at the UK's Financial Conduct Authority. Dr. Curzon Price is a PhD economist with degrees from Oxford and UCL, London.

#### Interest in the tour:

- Expand research or educational partnerships with another ACE host and/or participant.
- Improve business practices and production.
- New public-private partnerships.
- Formalize economic development collaboration with another community (e.g. sister cities, etc.).
- New or improved infrastructure.
- Establish a new economic plan or regional framework.
- Access to export markets, supply chains, and capital.

#### **Industries:**

High Tech with particular focus on AI, Clean energy, Mobility and Ageing.

## MATT **GRAINGER**

**Deputy Director, Department for International Trade** 

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Matt Grainger is the Deputy Director in charge of the new Exports & Investment Policy Unit in the Department for International Trade (DIT). Prior to this, he spent more than two years as a Senior Private Secretary in both DIT and the Department for Business, Innovation and Skills. He has also worked in UK Trade & Investment, initially starting in the Energy team, and then moving on to head up the exports side of the Technology Team, for finally becoming the Head of Advanced Manufacturing leading on both exports and investment. He holds a BA in Politics from the University of Sheffield, and a PgCert in Management from the Ashridge Business School.

#### Interest in the tour:

- Formalize economic development collaboration with another community (e.g. sister cities, etc.).
- Establish a new economic plan or regional framework.
- Access to export markets, and supply chains.

# **ABELSON**

North American Manager, **Israel Innovation Authority** 

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**Israel Innovation Authority** 



Les Abelson has been the Manager for North America at the Israel Innovation Authority since it was founded two years ago. Previously, he was the Operations Manager of the Canada-Israel Industrial Research and Development Foundation (CI IRDF) for over a decade. Beforehand, he was the Vice President responsible for Strategic Operations of the Brightspark Group of companies -a VC incubator in Toronto-. At an earlier time, Mr. Abelson was based in Israel as the Finance and Operations Vice President for Balisoft Technologies responsible for Israeli Internet Software Analysis, Quality Assurance, and the coordination of all operational aspects of its international business operations.

#### Interest in the tour:

- Network with new jurisdictions with the aim to enter into collaboration agreements.
- Build New Partnerships in the America's for R&D collaboration.
- Locate hosting sites in the America's for pilot and validation projects.

#### **Industries:**

Precision agriculture, life sciences, digital health, smart mobility, cyber and FinTech.

#### PARTICIPANTS FROM INTERNATIONAL **ORGANIZATIONS**

## **LAURA ARAGÓN**

**New Business Manager, Pan American Development Foundation** 

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Laura Aragón is the New Business Manager of the Pan American Development Foundation, working across all segments of the fundraising, including USG, private sector, and foundations. She founded and directed Mukira, a nonprofit organization that works to improve the quality of life of women and youth in Mexico. She is a published author and has been recognized by UN Women, the Supreme Court, and UNICEF for her work on gender based violence and access to justice. Ms. Aragón also worked for other civil society organizations in Guerrero and Chihuahua, Mexico where she led efforts to raise international awareness about the situation of human rights, with speaking engagements at Harvard University, Brown University, and Columbia University. She served as a Deputy Director for the Mexican Government where she conceptualized and implemented the largest policy to end violence against women in Mexico, through the Women's Justice Centers nation-wide. She has worked as a gender specialist and partnership specialist for the World Health Organization, the Organization of American States, UN Women and various USAID contractors, including Chemonics and Tetra Tech. Ms. Aragón studied Political Science, Public Policy and Nonprofit Administration in Mexico, France and the United States.

#### Interest in the tour:

- Look for local and international partners to advance PADF's mission in the Americas.
- Learn about existing networks between the academia, the nonprofit sector and the private sector.
- Obtain technical assistance on effective innovation ecosystems.

#### **Industries:**

The Academia and Research (The University of California, Santa Cruz), innovation and entrepreneur groups.

#### PARTICIPANTS FROM INTERNATIONAL **ORGANIZATIONS**

## **MARCO KAMIYA**

Coordinator, Urban Economy and Finance Branch, **UN-HABITAT** 

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**Marco Kamiya** 



Marco Kamiya is the Coordinator for the Urban Economy and Finance Branch of UN-HABITAT. As such, he leads global operational and normative work on urban economy and municipal finance, including innovation and entrepreneurship working with cities. Previously, he occupied senior positions at CAF (Development Bank of Latin America) from Caracas, the Inter-American Development Bank from Washington DC, and PADECO Co., Ltd. in Tokyo. Mr. Kamiya has published "Economic Foundations for Sustainable Urbanization" (along Serge Salat, UN-Habitat & Morphologie Institute Paris), "Finance for City Leaders handbook" (among Le Yin Zhang, UN-Habitat and University College London), and the "Global Urban Competitiveness Report" that annually appears in Chinese and English. He is an annual lecturer of the MIT Metro Lab on local finance in Cambridge, Massachusetts. Mr. Kamiya studied Economics in Lima and Tokyo, and International Development at Harvard University.

#### Interest in the tour:

- Expand research or educational partnerships.
- New public-private partnerships.
- Formalize economic development collaboration with another community.
- Establish a new economic plan or regional framework.

#### **Industries:**

Start-ups, software, light manufacturing, among others.

#### PARTICIPANTS FROM INTERNATIONAL **ORGANIZATIONS**

## **KWESI ROBERTS**

**Business Development** Officer. **Organization of Eastern Caribbean States** Commission

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Kwesi Roberts is a Business Development Officer at the Organization of Eastern Caribbean States Commission (OECS) based in Saint Lucia, where he has served since January 2016. Previously, he served as the Senior Specialist for Business Development, Entrepreneurship and Competitiveness at the Grenada Industrial Development Corporation. He has also served on the Board of Directors of financial and non-profit organizations. Mr. Roberts has developed and implemented programs to support the growth of many Micro, Small and Medium Enterprises (MSMEs) throughout the OECS region. He is a Management Accountant and is pursuing Graduate Studies in Strategic Supply Chain Management at the University of Roehampton in the United Kingdom.

## Tribute to Fernando Sierra



(01/01/1989 - 07/29/2018)

Fernando Sierra was an active member of the ACE Community, known as an avid learner and out-of-the-box thinker with a strong commitment to pushing innovation forward to transform society.

Fernando was the Co-Founder and General Partner of Invictum Capital, a venture capital firm focused on exponential organizations in Colombia and Latin America. Moreover, he was the Director for Latin America of Kairos Society, a global community of high-profile young leaders focused on rethinking traditional industries through entrepreneurship, with presence in more than 50 countries. According to World Tech Makers, he was the most visionary young investor in Colombia due to his experience in risk capital, innovation, and entrepreneurship.

Fernando embodied the entrepreneurial, innovative, and collaborative spirit of the ACE Program. He aimed to advance better innovation and entrepreneurship ecosystems in the Americas and beyond. He was a young leader and an enthusiastic entrepreneur with a keen interest for mentoring young entrepreneurs, supporting early stage investment in startups, and building networks to foster a sustainable and inclusive economic development. He believed that every person has the power to solve the most pressing challenges of society. In his own words: "I am a curious kid, a person who realized the impact that I could have in a country like Colombia, and at the same time, I feel a great responsibility to do it."

The ACE Community had the honor to share with Fernando the 7th the ACE in Texas, the 8th ACE in Florida and the X Americas Competitiveness Forum (AFC) in Mexico. We will always remember him as a very proactive leader, making the most out of his time during the ACE Program creating not only partnership opportunities but also great friendships. As a tribute to Fernando's memory and contributions to the ACE Program we are launching the "Fernando Sierra Award", which will be granted to ACE Participants who embody the innovative, creative, and collaborative spirit aligned with ACE core principles.

The ACE Community





# Special Guests



#### SPECIAL GUEST



# **DENNIS ALVORD**

Deputy Assistant Secretary for Regional Affairs, Economic Development Administration, U.S. Department of Commerce



Dennis Alvord serves as Deputy Assistant Secretary for Regional Affairs, directing and supervising the activities of the Economic Development Administration's (EDA) Office of Regional Affairs (ORA), which includes all six EDA Regional Offices, the Performance and National Programs Division, EDA's Loan Guarantee Program, the Integrated Economic Development team, and EDA's Organizational Development. He is the Grants Officer for the agency's Regional Innovation Strategies program, which awards grants to state, local, non-profit and tribal organizations to create and sustain regional systems of innovation, entrepreneurship and venture capital development. Earlier in his career, Mr. Alvord served in EDA in various positions, including Acting Deputy Assistant Secretaries for ORA and External Affairs. He also led the bureau's work with the Organization for Economic Cooperation and Development where he served as Vice-Chair of the Working Party on Territorial Policy in Urban Areas.

Previously, Mr. Alvord served as Senior Advisor to the Deputy Secretary of the U.S. Department of Commerce. In this role, he worked on a broad portfolio of department-wide management, operations, program and policy issues. As Senior Advisor, he served as Co-Chair of the Department of Commerce's 2016-17 Presidential Transition, coordinating efforts across the Department and with the White House and President Elect's Transition Team. He has also served as Executive Director of Business USA, a multiagency customer service initiative that promotes and improves access to business assistance resources, and as Executive Director of the Department of Commerce's Commerce Connect initiative, which simplified access to the department's business solutions.

Before joining the federal government, Mr. Alvord was a Project Manager in the Infrastructure Finance Group of the Bethesda, Maryland-based environmental and transportation consulting firm Apogee Research, Inc.

Mr. Alvord has a Master of Public Administration degree from George Washington University, and a Bachelor of Arts degree in political science from the State University of New York College at Cortland. He is a recipient of the 2015 President's Award for Customer Service.



## JOHN M. **ANDERSEN**

**Deputy Assistant Secretary for the** Western Hemisphere, International Trade Administration, **U.S. Department of Commerce** 



As DAS for the Western Hemisphere, Mr. Andersen is responsible for developing programs, policies and strategies designed to strengthen the United States' commercial position in the Western Hemisphere. He oversees a network of 24 field offices throughout the region that help to carry out this mission.

Mr. Andersen has held a number of senior positions within the Department of Commerce, including Principal Deputy Assistant Secretary for Global Markets and Acting Deputy Assistant Secretary for AD/CVD Operations. He has been involved in a number of major international and bilateral negotiations, including the Uruguay Round of Multilateral Trade Negotiations, and Free Trade Negotiations with Canada, Chile, Central America and the Dominican Republic, Peru, Colombia, and Panama. He was a key member of two Presidential Commissions focused on providing assistance to a free Cuba.

Mr. Andersen also served as Chairman of the Asia Pacific Economic Cooperation (APEC) Small and Medium Enterprise Working Group for the 2015-2016 APEC years.

He is a recipient of the Department of Commerce's Gold Medal, as well as three Department of Commerce Silver Medals. Mr. Andersen has a Masters of Public Affairs from the LBJ School of Public Affairs, the University of Texas at Austin and a BA in history from the University of Texas at San Antonio.



#### KIM **OSBORNE**

**Executive Secretary for Integral** Development, Organization of American States



Kim Osborne is currently the Executive Secretary for Integral Development at the OAS. For almost two decades she has dedicated herself to the socio-economic development of the Latin American and Caribbean region. As a pioneer of the OAS Small Tourism Enterprise Program, an internationally recognized best practice, she focused on assisting small and medium enterprises achieve competitiveness and profitability by combining internationally recognized standards with highvalue products, targeted marketing and branding. She is co-author of the Business Management and Operations Manual for Small Hotels and led the tourism training and capacity building program in the region.

From 2008 to 2011, she was appointed as the OAS Country Representative to Belize and in that role managed the OAS' programs and relations with that country; navigating the political spectrum, while implementing numerous initiatives on sustainable livelihoods, institutional capacity building, tourism training and certification, women's empowerment, among others. Osborne is a founding member of the Center for Community Resource Development, an NGO set up to assist the most disadvantaged communities, by combating poverty through the application of an Asset Based Community Development (ABCD) methodology.

More recently, Osborne has served as the head of the Technical Cooperation Section at the OAS Secretariat for Integral Development where she oversaw the Organization's Development Cooperation and partnerships program. In that capacity she led the re-structuring of the OAS Development Cooperation Fund and spearheaded the application of an alliance model to maximize multi-stakeholder partnerships for development and south-south cooperation. In 2016 she was elected as President of the OAS Staff Association where she spearheaded the effort towards the establishment of the OAS' alternative work schedule scheme.

Before joining the OAS, Ms. Osborne was employed at the National Development Corporation of Dominica and has also held private sector positions in both Dominica and the Netherlands Antilles. She holds a Master's Degree in Public Administration with a concentration in Public Management and a Bachelor's degree on Hospitality Management-Travel and Tourism Studies.



#### IAN **STEFF**

**Deputy Assistant Secretary for** Manufacturing International Trade Administration, **U.S. Department of Commerce** 



Ian Steff was appointed Deputy Assistant Secretary for Manufacturing at the U.S. Department of Commerce's International Trade Administration in June 2017. In addition to this capacity he is currently performing the non-exclusive functions and duties of the Assistant Secretary for Global Markets and Director General of the United States and Foreign Commercial Service at request of Commerce Secretary Wilbur Ross.

He oversees approximately 1,400 trade and investment professionals based in more than 100 U.S. cities and 70 markets around the world. He manages a \$300 million budget and a broad portfolio of International Trade Administration initiatives aimed at increasing the competitiveness of U.S. manufacturers and service providers. In this capacity, he is among those senior officials responsible for executing the Administration's plans to foster growth in U.S. jobs, exports, and investments.

Before joining the U.S. Department of Commerce, Steff served as the state of Indiana's first Chief Innovation Officer under then-Governor Pence and subsequently Governor Holcomb. He was Executive Vice President for the Indiana Economic Development Corporation and the state's senior advisor for science, technology, and advanced manufacturing. Steff oversaw Indiana's strategy regarding science and technology economic development and was directly responsible for the implementation of the Governor's billion-dollar innovation and entrepreneurship initiative. He worked to expand investments and public-private partnerships in information technology, life sciences, composite materials, nanotechnology, energy storage, and the Internet of Things. Steff served on the Board of the Battery Innovation Center, the Dean of Engineering's Advisory Council at Purdue University, and the Vice Chancellor for Research's Advisory Board at IUPUI. Steff also served on the Board of the Institute for Advanced Composites Manufacturing Innovation.

Prior to his roles in the state of Indiana, Steff worked for the Semiconductor Industry Association (SIA) for nearly a decade. At the SIA, he served as vice president of global policy and technology partnerships. He was Executive Chairman the Board of the United States Information Technology Office in Beijing. He was a member of the Executive Committee of the International Technology Roadmap for Semiconductors and the Advisory Board of Rochester Institute of Technology's School of Microelectronics.

Steff started his professional career as a member of the Ways and Means trade staff in the U.S. House of Representatives under Chairman Thomas and Subcommittee Chairmen Shaw and Crane. Steff graduated Magna Cum Laude from American University where he possesses a B.A. in International Studies. He also completed graduate work at the National Defense University in Washington, D.C., and received a M.A. in International Science and Technology Policy from the George Washington University.



#### **BRIAN LENIHAN**

**Executive Director.** SelectUSA. Senior Officer, International Trade Administration, U.S. **Department of Commerce** Senior Advisor to the Chief of Staff to the **Secretary of Commerce** 



Brian Lenihan is the Executive Director of SelectUSA, managing the strategy and implementation of SelectUSA as it works to create jobs, spur economic growth, and promote American competitiveness. He also co-chairs, with the Director of the White House National Economic Council, the SelectUSA Interagency Investment Working Group (IIWG) to coordinate existing resources across the federal government to promote business investment and address federal regulatory barriers.

Managing a professional staff within the International Trade Administration (ITA), he is among the senior officials responsible for executing the Administration's plans to foster growth in U.S. jobs and investments in economic activities such as manufacturing, advanced technologies, research and development, and energy exports.

Mr. Lenihan also serves as the Senior Advisor to the Chief of Staff to the Secretary of Commerce. In this capacity, he serves as a primary liaison to the Executive Offices of the President and proactively coordinates with the Deputy Secretary and Under Secretaries to oversee the development, implementation, and communications of the Secretary's policy initiatives. Mr. Lenihan previously served as the Deputy Assistant Secretary for Legislative and Intergovernmental Affairs for the Department of Commerce in 2017. Serving as Acting Assistant Secretary for Legislative and Intergovernmental Affairs, Mr. Lenihan was the Department's principal liaison with the U.S. Congress, Governors and state officials, coordinating and overseeing the Department's legislative activity, and advised the Secretary, Deputy Secretary, and other senior leadership of the Department on legislative matters. Mr. Lenihan also led the confirmation process for the Presidential nominees who required Senate confirmation to serve at the Department.

Prior to joining the Department of Commerce, Mr. Lenihan was a government affairs professional that facilitated development and advocated on behalf of the non-residential construction industry's federal policy positions. Mr. Lenihan has also served as an aide for three members of the U.S Congress. In previous positions, he represented several clients before Congress including top publicly-traded companies, private enterprises, municipalities, defense contractors, economic development authorities, small businesses and non-profit organizations.

Brian has been a frequent speaker and panelist for meetings and briefings in Washington, D.C. and around the country. Brian graduated from the University of Central Florida.



## **ANGELA** BELDEN **MARTINEZ**

Regional Director, **Economic Development** Administration, U.S. Department of Commerce



Angela Belden Martinez serves as the Regional Director for the Economic Development Administration's (EDA) Denver Regional Office. Angela joined the Denver office in 2016 after serving for more than six years as EDA's Director of External Affairs in Washington, DC where she advised the Assistant Secretary on strategic policy issues and managed both the legislative and public affairs work of the agency.

As part of her work at EDA, Angela has helped shape and launch several multi-agency initiatives, including the Jobs and Innovation Accelerator Challenge, the Investing in Manufacturing Communities Partnership and EDA's Regional Innovation Strategies Program.

Angela brings 20 years of experience in both the private and public sectors. Before joining the Department of Commerce, Angela was Vice President of Corporate Communications for the Motion Picture Association of America where she managed global communications efforts for the association and served as a senior advisor to the CEO and member company officials. Prior to that, Angela served clients and developed business at two prominent Washington, D.C. public affairs firms.

Angela, an Indiana native, served as Communications Director for her hometown congressman as well as Deputy Press Secretary and Director of Communications for former Indiana Governor Frank O'Bannon. In these roles, Angela acted as spokesperson, developed and coordinated media and messaging strategies and worked closely with external stakeholders.

Angela earned her Bachelor's Degree from Indiana University with a double major in Journalism and Political Science.



#### **JEANNETTE** P. TAMAYO

Regional Director, **Economic Development** Administration. U.S. Department of Commerce



Jeannette P. Tamayo serves as the Regional Director of the Chicago Regional Office of the U.S. Department of Commerce's Economic Development Administration (EDA), which provides grant funds to economically distressed communities and leads economic development initiatives nationally. The region encompasses the upper Midwestern states of Illinois, Indiana, Ohio, Michigan, Minnesota, and Wisconsin. She joined the EDA in 2009 as Chicago Regional Counsel and assumed the helm as Regional Director in October 2011. Ms. Tamayo also serves on the Executive Committee of the Chicago Federal Executive Board and is a past Chair. In August 2017, she was selected by the US Office of Personnel Management as the FEB National Chair of the Year. In 2016, she received the US Department of Commerce's Gold Award for co-leading business process improvements in federal grants.

Prior to joining the EDA, Ms. Tamayo held senior executive, legal and management positions in government and nonprofit agencies. She has served as counsel for the Metropolitan Chicago Legal Assistance Foundation, Administrator for Employment and Training of the former Illinois Department of Public Aid, Deputy Chief Counsel of the Illinois Department of Children and Family Services, General Counsel of the Chicago Crime Commission, and Interim Administrator and Deputy Chief Counsel of the Illinois Gaming Board. In these roles, she helped revamp public aid programs to make them relevant, working with community colleges to design specialized curricula to help the long-term unemployed and teen parents to transition from public dependency to self-sufficiency through education and job training. She helped organize an experiential educational tour and college lecture to highlight the inter-relationship between economic development and developmental challenges faced by high crime/low-income communities as well as another on the economics and trajectory of opioid abuse. As an attorney or Board member, Ms. Tamayo worked with community non-profit organizations by assisting with matters ranging from new venture formation to establishing new programs or expanding community-based programs. Ms. Tamayo has focused on identifying opportunities for transformative change and both legal and programmatic strategies to make a difference in low income communities.

She holds a Bachelors of Art in Latin American Studies, with a minor in Women's Studies, from the University of Illinois at Chicago, and was inducted into Phi Beta Kappa. In 1985, she received a Juris Doctor degree from DePaul University College of Law.

Ms. Tamayo is licensed before the Illinois Supreme Court, the Northern District of Illinois and the 7th Circuit Court of Appeals. She was appointed as a Special Assistant Attorney General. Ms. Tamayo is a native Spanish speaker.



#### **COL JANET** J. TSAO

Operations Officer of the 75th **Innovation Command United States Army Reserve** 

United **States** 

COL Janet J. Tsao is the Chief of Operations, Plans and Training of the 75th Innovation Command. She previously served as the Commander of the 152 Theater Information Operations Group, USACAPOC (A). She developed a deployment training program, and successfully deployed and has commanded at the company and battalion levels. She served as the first Commander of the 304th Information Operations Battalion, where she helped define and shape the Information Operations community. Prior to Brigade Command, COL Tsao was the assistant Chief of Staff in charge of Operations, Plans and Training for the Pacific Training Division, 75th Training Command, where she directed the division's deliberate mission transition from Combat Support Training Program Warrior Exercise to PACOM Overseas Deployment Training. As a Lieutenant Colonel, she enabled the validation of twenty Brigade Combat Teams, Military Police Battalions and Brigades, Military Intelligence Battalions, and Expeditionary Signal Battalion in their Culminating Training Event prior to overseas deployment. She is a qualified Nuclear Research and Operations officer, who served in as a Counter Proliferations Officer with Detachment 5, 3200 Strategic Intelligence Group. She deployed as the Brigade S-3, Chief of Operations, Plans and Training Officer, with US Army Central Command in support of OPERATION ENDURING FREEDOM. She served as the Command, Control, Communications, Computers and Intelligence, Surveillance and Reconnaissance lead assessor during ULCHI FREEDOM GUARDIAN 2014 for the Combined Forced Command headquarter staff. She was recognized for outstanding contributions by both USF-K Commander and USF-K Deputy Commander.

She is a graduate of the Army War College and of the Command and General Staff College, Advanced Joint Professional Military Education and Nuclear Research and Operations Officer course.

In her civilian life, COL Tsao is the Chief of Staff and Labor Relations Officer with the Department of Industrial Relations, State of California.

# Bios of organizers

















#### DR. BARRETT HAGA

Senior Administrator for Economic Engagement, **Economic Development** Administration, U.S. Department of Commerce



Dr. Haga is currently the Senior Administrator for Economic Engagement and Executive Secretary for Skills where he is responsible for the Economic Development Administration's (EDA) - U.S. Department of Commerce international portfolio and major thought leadership. As a member of EDA's senior staff, he is also the Department of Commerce's lead for workforce development and skills across all twelve bureaus of the Department. As the "Chief Geek" of EDA, he inspires communities to think differently in the new economy to increase the prospect of advancing commerce and trade between economies and accelerate business opportunities to create jobs.

Prior to this, he was the Senior Legislative and Intergovernmental Affairs Specialist. As a senior member of the division, he assisted in coordinating two major offices (the Office of Legislative and Intergovernmental Affairs and the Office of the Executive Secretariat). Before joining EDA, he worked at the U.S. Department of Labor advising senior leadership on economic development, workforce, competency modeling, and outreach projects relating to healthcare, alternative energy, and manufacturing. His other employment experience includes working for the Florida Community College System, the Florida Office of the Attorney General, the Florida Department of Education, the United States Senate, and the United States House of Representatives. Dr. Haga holds a Ph.D. from the University of Minnesota - Twin Cities in Organizational Leadership, Policy, and Development; a M.P.A. in Public Administration and Policy from the Askew School of Public Administration and Policy at Florida State University; and a double B.A. in Political Science and Greek and Roman Studies from Rhodes College.



#### **JOHN ATWOOD**

Acting Director of Public Affairs, **Economic Development** Administration, U.S. Department of Commerce



John Atwood began his career with the U.S. Economic Development Administration (EDA) in 1996 and helped to implement a modern public affairs campaign for the agency. John currently manages the priorities of the office and serves as a primary contact for the media and as a liaison for media relations with the Office of the Secretary. Prior to joining EDA, John served as Special Assistant to the Director of Public Affairs for the Secretary of Commerce where he helped to coordinate inter-office and inter-agency activities and served as a media advance contact on several Secretarial trade missions. Prior to joining the Department of Commerce, John served as a Congressional Liaison Specialist at the U.S. Interstate Commerce Commission (now U.S. Surface Transportation Board) and as a Staff Assistant for four U.S. Senators. John holds a B.S. in Political Science from the University of Maryland.



#### SALLY WALEY

Senior Economic Development Specialist, **Economic Development** Administration, U.S. Department of Commerce



Sally Waley is the Senior Economic Development Specialist overseeing regional, innovative, and entrepreneurial initiatives for the the U.S. Department of Commerce's Economic Development Administration (EDA) Austin Regional Office. Her portfolio of projects has leveraged approximately \$40M in private investment and created 1,500 jobs over the past two years.

A native Austinite and proud University of Texas Longhorn, Sally has spent time in Washington D.C. and overseas developing a career focused on building prosperity through collaborative partnerships and integrative planning. After completing her M.A. in International Commerce and Policy at George Mason University and working in the D.C. nonprofit and think-tank sector, Sally served a 27-month term as a Health and Community Development Agent in Peace Corps Cambodia. Locally, Sally serves as the Board President-Elect for the Heart of Texas Peace Corps Association and as a member of the steering committee for Austin's International Business Coalition.



#### **KERSTIN MILLIUS**

Area Director Seattle Regional Office, **Economic Development** Administration, U.S. Department of Commerce



Kerstin Millius serves as an Area Director in the Seattle Regional Office of the Economic Development Administration. She has primary oversight of EDA's Public Works and Economic Adjustment Assistance programs in the Seattle Region, covering Alaska, Arizona, California, Hawaii, Idaho, Nevada, Oregon, Washington, and the Pacific Islands. Previously, Ms. Millius served in EDA's Performance and National Programs Division, where she held a diverse portfolio of responsibilities, from performance measurement to policy development, and was instrumental in the development of EDA's Jobs and Innovation Accelerator Challenges, the Investing in Manufacturing Communities Partnership, and the Regional Innovation Strategies program.

Ms. Millius is a former Presidential Management Fellow, a Returned Peace Corps Volunteer, and has held positions in the City of Chicago, Office of the Mayor, and with the U.S. House of Representatives, Appropriations Subcommittee for Agriculture, Rural Development, Food and Drug Administration, and Related Agencies.

Ms. Millius has a Master of Public Policy degree from the University of Chicago, and a Bachelor of Arts degree in English and European Studies from the University of California, Los Angeles.



## **MALINDA** MATSON

**Economic Development** Representative, Coastal and Northern California, U.S. **Department of Commerce Economic Development Administration, Seattle Regional Office** 



Malinda Matson has served as the Economic Development Representative for Northern and Coastal California for the Seattle Regional Office since 2014. As an EDA field representative, she works with local governments, non-profits, and institutions of higher education to develop Comprehensive Economic Development Strategies and identify projects to development into grant applications for EDA funding. She has been with Economic Development Administration since early 2010. Serving first in External Affairs as a Congressional Affairs Specialist in Washington, DC.

Prior to coming to EDA Malinda served 8 years as the Chief of Staff for the Resident Representative for the Northern Marianas in Washington DC and twelve years as Director of Planning for Northern Marianas College on Saipan.

Malinda holds a Bachelor's Degree from Austin College in Sherman Texas and 2 Masters Degrees from the University of Oklahoma in Norman.



## ANNEMARIE **FOX**

**Public Affairs Specialist, Economic Development** Administration. **U.S. Department of Commerce** 



Annemarie Fox came to the U.S. Economic Development Administration (EDA) in July 2016 to support the EDA public affairs office and manage EDA's digital media program. Prior to joining EDA, Annemarie served as the digital media manager for the Defense Health Agency (DHA) at the Department of Defense where she spearheaded communication strategies to address the healthcare needs of military families. Most notably, Annemarie launched and managed official Twitter accounts for the organization's top two senior leaders; the DHA Director, a three-star Navy Vice Admiral and the Acting Assistant Secretary of Defense for Health Affairs, Dr. Karen S. Guice. Her digital media efforts at DHA earned awards from the National Association of Government Communicators and Hermes Creative Awards. Annemarie holds a B.A. in Communications from George Mason University.



## **LAURA STONE**

Internal Communications Specialist, **Economic Development** Administration, **U.S. Department of Commerce** 



Laura Stone is the Internal Communications Specialist at the U.S. Department of Commerce's Economic Development Administration (EDA). She oversees unified messaging among the headquarters offices and the regional offices at EDA. Laura is from Cincinnati, Ohio and is a proud University of Richmond Spider, where she earned her Bachelor of Arts degree. She obtained her Master's Degree in Public Affairs and Corporate Communications from Georgetown University, and went onto the public service as a communications specialist at the Department of Justice. Since then, Laura has worked in both the private and public sector, writing communications plans and implementing strategies for a variety of organizations.



#### SHAWN M. **RICKS**

Senior Policy Advisor, International Trade Administration, U.S. Department of Commerce



Ms. Ricks has close to 25 years of experience as part of the International Trade Administration. She served as the Director for the Americas Project Team, Office of the Western Hemisphere, for two years. In June 2012, she became the Senior Advisor on Global Affairs with the U.S. Department of Commerce's Minority Business Development Agency (MBDA) where she helped to develop the Agency's global strategy. In January 2013, she joined the Trade Promotion Coordinating Committee (TPCC) as a Senior Advisor, spearheading the U.S. government's Doing Business in Africa (DBIA) Campaign. In January 2014, she returned to Global Markets as Senior Policy Advisor to the Deputy Assistant Secretary for the Western Hemisphere, assisting with ITA's engagement on trade and economic issues related to entrepreneurship, education, and competitiveness.

Early in her tenure with ITA, she provided guidance on market access and compliance issues as they relate to business opportunities with Mexico and Canada. She also contributed to the development of U.S. trade policy in the Western Hemisphere for a number of U.S. bilateral and multilateral negotiations, including the Free Trade Area of the Americas (FTAA), the U.S. - Chile Free Trade Agreement, and the U.S. -Central America- Dominican Republic FTA, as well as, the U.S. free trade agreements with Colombia, Panama and Peru. In 2007, Ms. Ricks was recruited to join a special regional coordination team created to design and implement key strategic initiatives in the Americas surrounding the issues of competitiveness and economic development.

Ms. Ricks is a recipient of two Gold Medal Awards, the Department's highest honor, a Silver Medal, and Bronze Medal. In 2009, she developed the concept for an award-winning international opportunities seminar for minority-owned firms, which reached over 1000 individuals. She has traveled extensively throughout Latin America and the Caribbean as well as across the United States and spoken at numerous events and conferences on behalf of the Department, consulting with the U.S. private sector and other invested stakeholder groups on key trade and economic subject matters.

Ms. Ricks is a graduate of Hampton University's School of Business in Hampton, Virginia.



#### **DAKSHINA** VOETSCH

International Trade Specialist, International Trade Administration, **U.S. Department of Commerce** 



As an International Trade Specialist at the U.S. Department of Commerce, Dakshina works to assist U.S. companies expand and maintain their commercial presence in Argentina, Paraguay, and Uruguay in addition to assisting them increase exports and trade.

Dakshina supports U.S. company investments abroad by eliminating barriers to trade, advocating for competitive and fair trade, and promoting global economic prosperity. Over the past two years, Dakshina has focused efforts on deepening the commercial relationship with Argentina through the planning and execution of the U.S.-Argentina Commercial Dialogue. Dakshina joined the U.S. Department of Commerce in 2011 through the Student Career Experience Program while earning her undergraduate degree in Business Administration from American University in Washington, DC.



#### **LESLIE** WILSON

International Trade Specialist, International Trade Administration, **U.S. Department of Commerce** 



Leslie Wilson is an International Trade Specialist at the U.S. Department of Commerce, specializing in trade and investment policy issues with Mexico. In this capacity, Ms. Wilson assists U.S. companies wishing to do business in Mexico, as well as helps businesses facing trade and market access barriers in North America. She also supports a number of binational and multilateral policy engagements, focusing on energy, entrepreneurship and innovation, and digital trade initiatives in North America. In her role, Ms. Wilson also provides analysis related to trade agreement negotiations, most recently with the U.S.-Mexico-Canada Agreement, and also with the Trans-Pacific Partnership. She is active in coordinating stakeholder outreach to support these efforts.

Ms. Wilson has received the Department of Commerce's Gold Medal, the Department's highest honor, for her assistance in TPP negotiations. She has also received the Department's Bronze Medal for advancing U.S.-Mexico relations.

She holds her Master of Arts in International Relations from the Johns Hopkins University School of Advanced International Studies (SAIS) and her Bachelor's degree in International Business from the University of San Diego. Her research interests include how to promote sustainable growth through trade; understanding the income distribution effects of trade and developing policies to address them; the role that public-private partnerships play in enhancing economic integration and competitiveness; and the economic drivers of migration, integration and competitiveness, and economic drivers of migration.



## **JULIANNA AYNES-NEVILLE**

US Mission to the OAS, **U.S. State Department** 



Julianna Aynes-Neville first joined the Department of State in 1998. She has been with the U.S. Permanent Mission to the Organization of American States as Alternate Representative since November 2015 and is currently the Acting Development Counselor for the U.S. Mission, handling sustainable and human development issues.

Prior to her current assignment, Julianna served as Consular Section Chief in the Office of Cuban Affairs at the State Department where she handled migration policy issues, as well as the reestablishment of diplomatic relations with Cuba. She has worked on consular issues in Brazil, South Africa and Cuba, and served at the U.S. Embassy in Mexico City where she was assigned to the Narcotics Affairs Section. At the Department, Julianna has had the opportunity to work on the U.S. bilateral relationship with Brazil, Haiti and Cuba. She has also worked on Western Hemisphere regional political and economic issues, and on the Summit of the Americas process.

Before joining the State Department, Julianna earned a Master of Arts degree in Latin American Studies and Political Science from UCLA, as well as a Bachelor of Arts in Political Science and Spanish and Portuguese. She studied abroad in Spain and Brazil. Julianna served as a State Department Intern at the U.S. Embassy in Madrid, and completed an internship at the Department of State where she worked on Brazil and Southern Cone issues. She was born in Mexico and raised in Washington, D.C. and California.



## **PATRICIA** (TRISH) **KELLY**

Managing Director, **Valley Vision** 

#### TEAM CALIFORNI

Trish is Managing Director at Valley Vision, leading portfolios in food and agriculture, workforce development and broadband. Bringing a depth of expertise in economic research, policy, and project implementation, she has helped elevate the profile of the region's food and ag economy, from promoting AgTech entrepreneurship and innovation to addressing critical workforce skills gaps and food insecurity and advancing Farm to Fork. Workforce development projects include management of partnership projects on behalf of the region's workforce innovation boards and community colleges to identify high demand occupations and meet critical industry cluster skills gaps through alignment and investment of education and workforce resources and industry partnerships. She also helps lead Valley Vision' efforts in developing the Capital Region's economic prosperity strategy, in collaboration with other regional leadership organizations. Trish serves on several advisory bodies for regional food and ag organizations, including the AgStart incubator, the Greater Sacramento Food and Ag Innovation Council, and the Sac Metro Chamber's Food and Ag Committee. In 2017 she received the Golden Bear Award for Lifetime Achievement from the California Association for Local Economic Development, and a Women Who Means Business award from the Sacramento Business Journal. Trish graduated Cum Laude with a BSL in Spanish from Georgetown University, and has a Master's in City Planning from the University of Pennsylvania.



## GABRIEL D. YOUTSEY

Chief Innovation Officer, **University of California** 

#### TEAM CALIFORNIA

Gabriel (Gabe) Youtsey serves as the Chief Innovation Officer for University of California Agriculture and Natural Resources (US ANR). In this role, Mr. Youtsey leads UC ANR's Innovation and Entrepreneurship initiative, working both within UC and with industry, government and academic institutions to partner in creating an innovation and entrepreneurship program focused on food, agriculture and natural resources. Prior to his innovation appointment, Mr. Youtsey led UC ANR's information technology driving programmatic, educational, administrative and marketingoriented projects. He served as the Deputy CIO at UC Davis, where he gained experience leading campus-wide projects that involved and affected UC Davis faculty, students and staff. Before coming to the University of California, he was an information technology advisor at KPMG, where he led regional and national information technology and security advisory projects in food, agriculture, retail, banking, software and other sectors.



#### **GLENDA HUMISTON**

**Vice President of Agriculture and Natural** Resources,

**University of California** 

#### **TEAM CALIFORNI**

Glenda Humiston brings over 30 years of policy development and program implementation supporting sustainability, including time as a Peace Corps volunteer in Tunisia and several years as a consultant on environmental and agricultural issues throughout the western states. President Obama appointed her California State Director for USDA's Rural Development programs in 2009, where she served until 2015. From 1998 – 2001 she served President Clinton as Deputy Under Secretary for Natural Resources and Environment at USDA. Dr. Humiston managed the Sustainable Development Institute at the 2002 World Summit for Sustainable Development in South Africa and the 2006 World Water Forum in Mexico City. Dr. Humiston earned her Ph.D. from U.C. Berkeley in Environmental Science, Policy and Management; a Master's in International Agricultural Development from U.C. Davis and a Bachelor's in Animal Science from Colorado State University.



#### **TAMMY CRONIN**

Project Leader and Portfolio Manager, **Valley Vision** 

#### TEAM CALIFORNIA

Tammy joined Valley Vision in 2014 and serves as project leader and portfolio manager for the 21st Century Workforce and broadband initiatives. Tammy brings to Valley Vision a breadth of skills and experience ranging from policy analysis and advocacy to business management, analysis and operations, and communications, marketing and program management.

Before joining Valley Vision, Tammy held roles in the public sector as a strategic planner for the Sacramento Municipal Utilities District (SMUD) and as a program analyst for the Strategic Growth Council with the State of California. Her private sector experience includes nearly two decades in the Silicon Valley information and communications technology industry where she held positions with Convergent Technologies, Unisys Corporation and Sun Microsystems. A success story of the California Community College system, Tammy moved to the Silicon Valley after high school and worked her way through college as a young professional.

Tammy's community leadership roles include Metro Chamber State Legislative Summit Air Quality Team, co-chair (2017), Metro Chamber Cap-to-Cap Air Quality Team, co-chair (2017), El Dorado Hills Soccer Club, volunteer coach (2007-2015), Nature Bowl Team, Jackson Elementary School, El Dorado Hills, volunteer coach (2006-2010).

She has a passion for life-long learning, reading, nature, music, and art. She earned a B.S. in business administration and a minor in economics from San Jose State University in San Jose, California.



#### DR. MARYSE ROBERT

Director. **Department of Economic** Development, Organization of American States



Maryse Robert is director of the Department of Economic Development in the Executive Secretariat for Integral Development (SEDI) at the General Secretariat for the Organization of American States (OAS). Her department promotes inclusive economic growth, competitiveness and innovation in OAS member states through policy dialogue, institutional strengthening and capacity building to facilitate the exchange of experiences and successful practices particularly through horizontal cooperation.

The Department of Economic Development acts as technical secretariat for a number of hemispheric ministerial meetings (science and technology, tourism, culture) and meetings of senior officials (Americas Competitiveness Forum-ACF and the Inter-American Competitiveness Network-RIAC, as well as the Inter-American Dialogue of High-Level MSME Authorities). Dr. Robert, a Canadian national, is currently adjunct professor on international trade policy at the University of the West Indies (Cave Hill Campus, Barbados) and has taught at the University of Barcelona, Georgetown University, George Mason University, HEC-Montréal and ENAP-Montréal. She has authored numerous studies on trade and development-related issues. She is the co-editor with José M. Salazar-Xirinachs of Toward Free Trade in the Americas/Hacia el libre comercio en las Américas (Brookings Institution Press/OAS, 2001) and the author of Negotiating NAFTA: Explaining the Outcome in Culture, Textiles, Autos, and Pharmaceuticals (Toronto: University of Toronto Press, 2000). She is an economist with training in international trade law. She holds a Ph.D. from The Fletcher School of Law and Diplomacy (Tufts University) and a Master's degree in applied economics from the Ecole des Hautes Etudes Commerciales (HEC) (Montreal, Canada). Before joining the OAS, she worked on trade and development at the World Bank and the United Nations, and in the private sector on telecom issues.



#### CESAR **PARGA**

Chief of the Section of Competitiveness, Innovation and Technology of the Department of **Economic Development of the General** Secretariat. Organization of American States



Cesar Parga is Chief of the Section of Competitiveness, Innovation and Technology of the Department of Economic Development of the Organization of American States (OAS). Mr. Parga is in charge of the OAS Competitiveness Program which serves as Technical Secretariat of the InterAmerican Competitiveness Network, a forum that promotes public policy dialogue and exchange of experiences between high-level authorities and public-private Competitiveness Councils of the region. He also coordinates the support to the Meeting of Ministers and High-Level Authorities on Science and Technology and the Inter-American Committee on Science and Technology (COMCYT).

Mr. Parga is an Adjunct Professor of Law at Georgetown Law Center in Washington DC. He graduated from the Law School of the University of Guadalajara, Mexico and was awarded a Master of Laws Degree (LL.M.) in Patent and Intellectual Property Rights (IP) at the Law School of the George Washington University. He also received a Post-Graduate Certificate on International Trade from the University Institute of European Studies and the ILO International Training Center in Torino, Italy.

He serves as faculty guide of the Executive MBA Program of the McDonough School of Business of Georgetown University and guest lecturer at the American University Law School in Washington D.C., the HUB of Technology Commercialization and Transfer of the Americas in La Paz, B.C.S., Mexico. He was a visiting researcher at the National University of Singapore, guest lecturer of the University of Baylor Law School and of the IP Graduate Program at the University of the Americas in Ecuador. He has collaborated as a volunteer international evaluator of technology transfer projects for INNPULSA, Colombia, and as peer reviewer of the ICC's innovation and intellectual property paper series in 2015.



#### **ADRIANA** BONILLA

**Technical Secretariat, Inter-American Competitiveness** Network (RIAC), Section of Competitiveness, Innovation and Technology, Organization of American States



Adriana Bonilla is Project Manager at the Organization of American States with over 15 years of experience executing international development projects, promoting innovation and entrepreneurship, and supporting the development of Small and Medium Enterprises. In her role, Adriana is responsible for organizing the Americas Competitiveness Forum in direct cooperation with Ministers of the Economy/ Finance/ Industry/ Trade and private-sector representatives; leading preparations for the Americas Competitiveness Exchange (ACE) program; fostering gender and youth inclusion in various economic development activities; and producing the Signs of Competitiveness Report publication every 18 months. In her daily work, Adriana interacts with over 400 regional contacts in the Americas and beyond. Prior to her work in the OAS (2007 - present), Adriana worked at ProColombia (formerly ProExport), Orbitel Telecommunications Company, and the Embassy of Colombia in Madrid, Spain. She has led the development of 20+ publications and more than 800 official documents. She has been an entrepreneur all her life, beginning with a candy company called FAD, and later as was co-founder of "A Smile for Colombia." She currently serves as board member of Qu ntica, a company that promotes social entrepreneurship, and she is an investment partner in Katleya, an online store that supports Colombian entrepreneurs.

Adriana was selected by the Office of the President of Colombia to participate in the G8 Young Leaders Summit in 2012 in representation of her country and was awarded a full Scholarship from the Government of China for a month-program in 2013. She is a fierce defender of gender equality and passionate about initiatives that improve the well-being of people.



## **CRISTINA** NARVÁEZ

Consultant, **Inter-American Competitiveness** Network (RIAC), Section of Competitiveness, Innovation and Technology, Organization of American States



Cristina Narváez is a Consultant at the Organization of American States, planning and executing international programs to promote innovation, entrepreneurship, and inclusive sustainable economic development. In her role, Cristina works collaboratively with numerous teams on the Americas Competitiveness Exchange (ACE) program and the Americas Competitiveness Forum.

Previously, Cristina was a Visiting Scholar at The University of Iowa College of Law, where she conducted research regarding digital rights and corporate social responsibility, focusing on intellectual property commercialization and Internet law. She worked in The Due Process of Law Foundation (DPLF), The Nature Conservancy (TNC), and Philippi, Prietocarrizosa, Ferrero, DU & Uría, conducting legal research and providing legal advice on corporate social responsibility, technology transfer, and intellectual property management.

Cristina is a lawyer specialized on commercial law from Los Andes University, Colombia; and she earned a Master of Laws Degree (LL.M.) in Intellectual Property Law from The George Washington University Law School. She has additional training on technology transfer and intellectual property management from the WIPO Academy Summer School (South Africa), and corporate social responsibility and sustainable development from The University for Peace-UN Mandated (Costa Rica). Cristina is a passionate advocate for corporate social responsibility, gender equality, and environmental conservation.

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This document was produced under the direction of **Dr. Barrett Haga**, Senior Administrator for Economic Engagement of the Economic Development Administration, U.S. Department of Commerce; Cesar Parga, Chief of the Section of Competitiveness, Innovation and Technology of the Department of Economic Development of the OAS; and Adriana Bonilla, ACE Program Coordinator of the Section of Competitiveness, Innovation and Technology of the Organization of American States.

This Trip Book was designed by Juan Sebastián Fonseca, RIAC's Designer and Web Developer. The following professionals from the teams of the organizing institutions relentlessly contributed to the preparation of this document compilating all the material and photos: Sally Waley, Leslie Wilson, Dakshina Voetsch, Alessandra Palazzolo, Maria Inés Badin, Gonzalo Astuni, and Cristina Narváez.



## ACE 10 GOLDEN PITCHES

Welcome to California, the Golden State. Over the week of ACE 10 you will have a whirlwind tour of some of Northern California's innovation and entrepreneurial hot spots with some of the best and brightest participants from across the Western Hemisphere and beyond.

To ensure that you have the best opportunity to network with everyone and explore all of the potential possibilities and partnerships, we are encouraging each participant to prepare at least one Golden Pitch. A golden pitch, like an elevator pitch, is a quick way of communicating the fundamental elements of a project or idea to form partnerships, collaboratives, or deals.

#### Your pitch should:

- · Be less than 90 seconds long,
- · Tell us who you are and where you are from,
- State your goals: What partnerships or projects are you offering and what are you looking for?

We will be asking participants to share their pitches throughout the week in person, and additionally, we encourage you to film your pitches on your phones or using our videographer and share them to the ACE 10 WhatsApp group and ACE Social Media. Be sure you practice first so that you can make the most of your time.

The Golden Pitches shared to the WhatsApp group before and during the week will help your fellow participants understand your goals and how best to leverage your time together, and the ACE team can use them for matchmaking during or after our week together.

Enjoy your time in Northern California and we look forward to seeing your pitches!



























