



15 years of
**Entrepreneurship
at Tufts**

Tufts Entrepreneurship Center
Impact Report

Tufts
UNIVERSITY

| Gordon Institute



Promoting **innovators**

Letter from the Director

Contents

- 4 Tufts Entrepreneurial Ecosystem
- 5 What is TEC?
- 6 Growth of the Entrepreneurship Program
- 7 TEC Timeline & Milestones
- 8 Voices of \$100k Alumni
- 10 The Impact of Tufts Entrepreneurship
- 15 Advice for Aspiring Entrepreneurs
- 16 The Meaning of Entrepreneurship
- 18 Research Methodology
- 19 Team Acknowledgments
- 20 TEC Board of Advisors

Welcome to the inaugural Tufts Entrepreneurship Impact Report, celebrating 15 years of the \$100k New Ventures Competition at Tufts University!

The purpose of this first report is to discover, validate, and showcase the results of in-depth research on a number of Tufts alumni who have created businesses and engaged in the entrepreneurial community at Tufts in various capacities.

The Tufts Entrepreneurship Center (TEC), formerly known as the Entrepreneurial Leadership Studies (ELS) program, is dedicated to providing students with real-life experience from our professors, coaches, and alumni. The Entrepreneurship Minor offered within the Tufts Gordon Institute allows undergraduate and graduate students across all of the Tufts campuses to take business-focused courses that are structured around the science of entrepreneurship in both for-profit companies and not-for-profit social impact organizations. In addition to a growing number of courses, TEC offers hands-on experiential programming for students, alumni, and faculty, including the Founder's Workshops, Jumbo Cafés, and entrepreneurship competitions throughout the year.

Throughout this research endeavor, we focused specifically on the Tufts alumni who competed as finalists in the \$100k New Ventures Competitions since its inception. The \$100k New Ventures Competition began in 2004, originally branded as the Business Plan Competition and the Social Entrepreneurship Competition. Today, the competition consists of a series of applications, coaching opportunities, and two formal rounds of judging that culminate in a final pitch competition held annually in early April.

Because expanding the network of Tufts entrepreneurs is a key initial step to promoting future entrepreneurs on campus, the research team built the first database of \$100k alumni and advisors. Moving forward, we will continue to research and collect data on the impact of TEC courses, competitions, and individual coaching of Tufts entrepreneurs as they build their businesses.

We would like to sincerely thank Earle Yaffa (A61) for his strong leadership, entrepreneurial spirit, and financial resources to support this endeavor. Earle is a respected member of the Board of Advisors of TEC and the managing director of Skadden, Arps, Slate, Meagher & Flom LLP & Affiliates. He has provided a clear and consistent voice for the critical importance that entrepreneurship brings to the Tufts community.

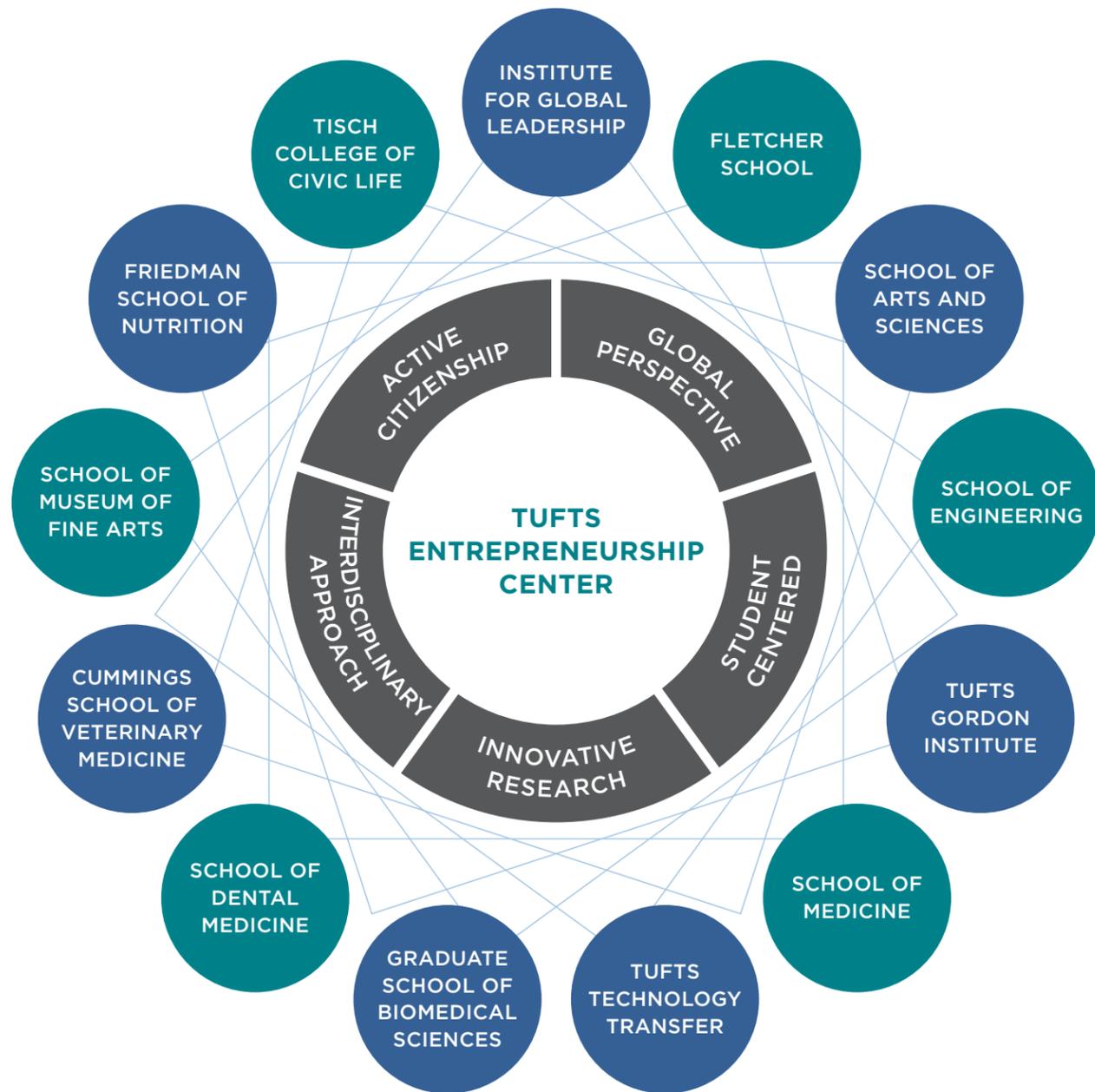
Jack Derby, Director

Tufts Entrepreneurship Center
The Cummings Family Professor of Entrepreneurship

Jiaxon (Leila) Li, A19, Research Coordinator

The 2019 Tufts Entrepreneurship Impact Report

Tufts Entrepreneurial Ecosystem



Tufts Entrepreneurship Center (TEC) is a center of innovation across Tufts campuses.

As a student-centered research university, Tufts University empowers its students and faculty to apply their robust learnings to real-world challenges and opportunities promoting impactful citizenship. TEC is committed to creating a university-wide network of entrepreneurship resources throughout Tufts University. TEC will continue to strive for meaningful collaboration with research and education centers both at all of the Tufts schools and throughout all of the Greater Boston entrepreneurship communities.

What is TEC?

Mission Statement

The Tufts Entrepreneurship Center develops innovative thinkers from across disciplines of the Tufts community. TEC provides robust academic instruction in entrepreneurship combined with the real-world experience of our highly talented professors, advisors, and coaches. We prepare our students for impactful citizenship by developing their entrepreneurial skills for both for-profit corporations and not-for-profit social-impact ventures.

Program Offerings

ENTREPRENEURSHIP MINOR

- 18 Entrepreneurship courses offered in Academic Year 2018-19
- 97 Graduating seniors with the Entrepreneurship Minor in Spring 2019
- 8% Undergraduates taking at least one Entrepreneurship course in Academic Year 2018-19.

COMPETITIONS

- The \$100k New Ventures Competition
- The Paul and Elizabeth Montle Prize for Entrepreneurial Achievement
- The Stephen and Geraldine Ricci Interdisciplinary Prize
- The Tufts Ideas Competition

In addition to the four competitions run by the TEC, the Friedman School runs its annual competition focused on food, nutrition, and related services; the Fletcher School D Prize supports new social enterprises in the developing world.

WORKSHOPS AND EVENTS

- Founder's Workshops
- Jumbo Cafes
- Summer Venture Accelerator
- Venture Roadshows

SUPPORTING STUDENT ORGANIZATIONS

- The Entrepreneurship Association of Tufts (EAT)
- Women Entrepreneurs @ Tufts



Growth of the Entrepreneurship Program

Students Enrolled

IN ENTREPRENEURSHIP COURSES SINCE 2000



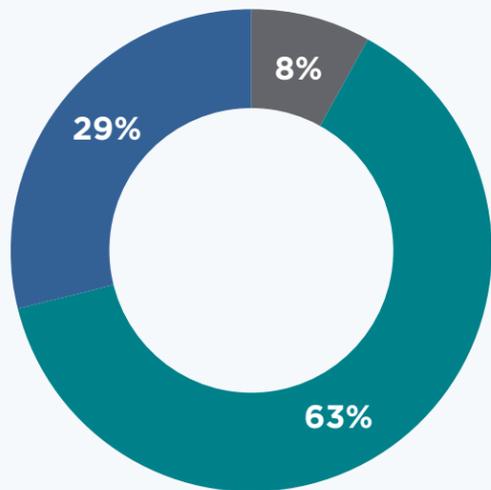
Graduates

WITH ENTREPRENEURSHIP MINORS SINCE 2002



Degree Types

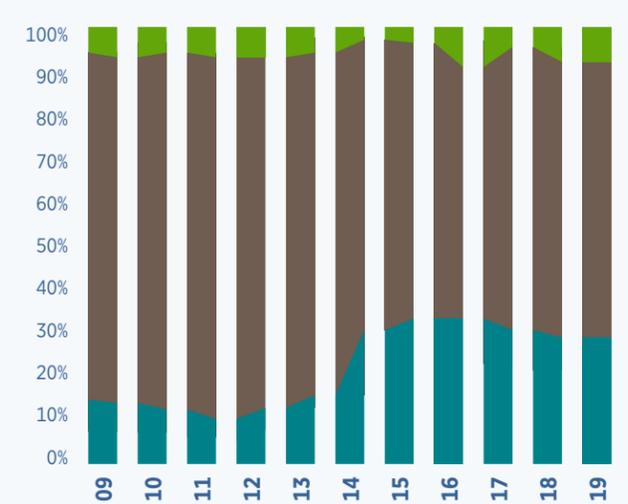
OF ENTREPRENEURSHIP MINORS GRADUATED IN 2018



● Engineering BS ● Liberal Arts BA ● Liberal Arts BS

STEM Students

ENROLLED IN ENTREPRENEURSHIP COURSES



● Bachelor of Science ● Bachelor of Arts ● Students Pursuing Other Degrees

3,833

STUDENTS

HAVE TAKEN AT LEAST ONE ENTREPRENEURSHIP COURSE SINCE INCEPTION

72

MAJORS REPRESENTED

AMONG STUDENTS ENROLLED IN ENTREPRENEURSHIP COURSES

15%

INCREASE IN STEM STUDENTS

ENROLLED IN ENTREPRENEURSHIP COURSES OVER THE LAST DECADE

53

MAJORS REPRESENTED

BY ENTREPRENEURSHIP MINORS

160

FINALIST TEAMS

IN THE \$100K COMPETITIONS OVER THE LAST DECADE

100%

TUFTS SCHOOLS REPRESENTED

IN THE \$100K COMPETITION TEAMS SINCE INCEPTION

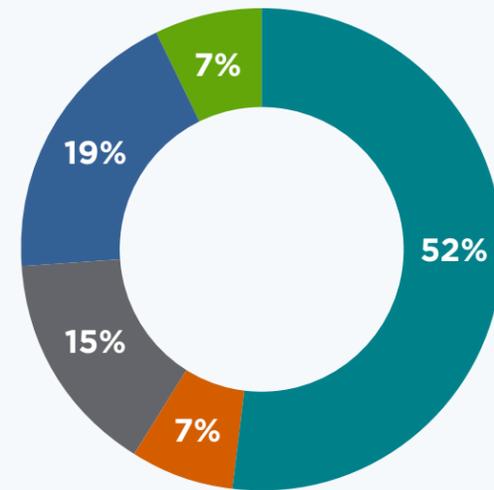
TEC Timeline & Milestones

- 2000 Entrepreneurial Leadership Program established
- 2001 First Entrepreneurship course offered
- 2002 First graduating class of Entrepreneurship Minors
- 2004 First year of the Business Plan Competition and the Social Entrepreneurship Competition
- 2009 Entrepreneurship became the most popular minor at Tufts University
- 2014 The competition rebranded as the \$100k New Ventures Competition at its 10-year anniversary
- 2017 First Summer Accelerator Program offered
- 2018 The Entrepreneurial Leadership Program rebranded as the Tufts Entrepreneurship Center (TEC)

Voices of \$100k Alumni



How long have businesses been active?



● <1 year
 ● 1-2 years
 ● 2-3 years
● 4-6 years
 ● 7+ years



“If it weren’t for the Tufts Entrepreneurship Center, I wouldn’t have started the business as early as I did in my career.”

“I think Tufts helped me realize that I am a true entrepreneur.”

63% ARE STILL INVOLVED IN THEIR \$100K VENTURE
AMONG 35 RESPONDENTS WHO ANSWERED THIS QUESTION

56% EARN MORE THAN \$100,000 ANNUALLY
AMONG THE 25 RESPONDENTS WHO ANSWERED THIS QUESTION



1 in 3 IS A SERIAL ENTREPRENEUR WHO STARTED MORE THAN ONE BUSINESS

2/3 VENTURES SURVEYED HAVE RAISED ADDITIONAL FUNDING UP TO \$8,000,000

“Not only did the \$100k competition challenge me, it made me more a part of Tufts due to all the connections and relationships I’ve built with professors and staff.”

Top skills gained from the \$100k experience

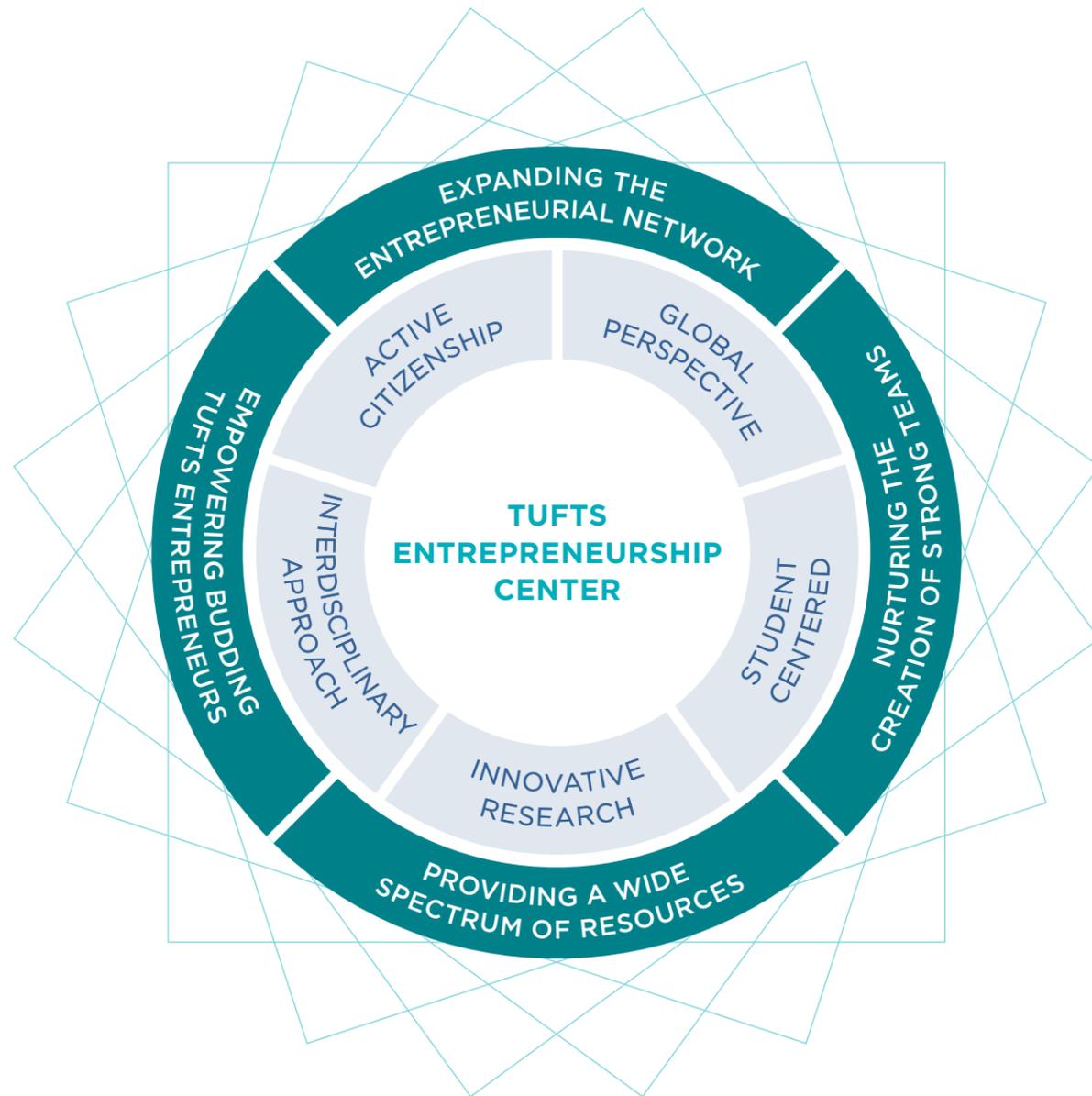


Since 2004, the annual \$100k New Ventures Competition has attracted entries from undergraduate and graduate students, researchers, faculty, staff and alumni from all ten schools across the university. We surveyed former participants in the \$100k Competition inquiring about the continuation of their \$100k ventures, takeaways from the competition, and suggestions for the Tufts Entrepreneurship Center.

The survey was sent to 197 alumni as available in the TEC database. 40 responses were received, resulting in a response rate of 20%. Respondents represented 32 ventures that entered the \$100k Competition from 2004 to 2018.



The Impact of Tufts Entrepreneurship



To expand on the quantitative data gathered from the surveys, we interviewed 22 Tufts entrepreneurs to understand how Tufts University contributed to their entrepreneurial journey. The graduation year of the interviewees ranges from 2003 to 2018, with 18 of the interviewees having pitched in the final round of the \$100k New Ventures Competition. The Tufts entrepreneurs highlighted four key aspects with regards to their engagement in the entrepreneurial community at Tufts: empowerment, network, teambuilding, and resources.

1. Empowering Budding Tufts Entrepreneurs

The Tufts Entrepreneurship Center (TEC) has dedicated faculty and staff that encourage entrepreneurship amongst their students and are always available to assist in the cultivation and actualization of students' ideas.

Catalyst

Michael Miele recalls the TEC professors who pushed him despite his fear of uncertainty: "Take the risk. Go for it. Jump like there's never going to be a good time to try this out."

Patrick Mulcahy: "Tufts staff were the catalysts who encouraged me to 'do it now or you're never going to do it.'"

James Oliver: "I don't think I would have been able to start a company without the program." Having developed a solid business plan in the Entrepreneurship Finance class and being mentored by TEC professors, James had a tremendous sense of confidence to start his business right after graduation.

Validation

Manjula Dissanayake started his nonprofit prior to coming to Tufts. The \$100k Competition allowed him to reflect on his business model and start as a social enterprise rather than just a charity or nonprofit. Winning the \$100k Competition enabled him to bootstrap and fast-track into MassChallenge, an internationally acclaimed startup accelerator headquartered in Boston. "I don't think I would have made that decision to go full-time if I didn't have the opportunities that I had at Tufts during those two years."

Jeremy Fryer-Biggs: "The fact that somebody at Tufts wrote me that check and said, 'Hey, we believe in you. Go for it,' was incredibly empowering. That was a real psychological turning point for me because it meant somebody else believes in me to make a difference."

Andre Newland: "Winning the competition sealed our fate. Now with this funding, we're going to pursue this until we've exhausted all means." His co-founder, **Jorge Anton Garcia**, said that the prize money was instrumental in covering the costs of the patents for their venture.

Coaching & Guidance

Sophia Atik, having a product idea but limited business experience, reached out to a TEC professor for individual coaching. "He was pretty impressed with the fact that I knew nothing and was willing to ask for help." He assisted Sophia in identifying the target demographic and pointed her team to the Tufts Summer Accelerator Program, which helped them lay the foundation of how to run a business.

Ian Leaman: "The best aspect of the Tufts Entrepreneurship Center was having people who were available all the time to give life advice and mentorship."

For **James Oliver**, it was incredible to be coached by professors who spent their career practicing entrepreneurship.

2. Expanding the Entrepreneurial Network

The Tufts Entrepreneurship Center works with alumni and other off-campus partners to garner a great network of resources, industry connections, and support.

The University-Wide Network

In addition to winning second place at the \$100k Competition, **Morgan Babbs** obtained funding from the Institute of Global Leadership, a grant for independent study, and the Tufts Energy Prize. She also learned about other opportunities through Tufts, including Unpitch, the D Prize, and the Davis Projects for Peace.

Kevin Halter: “The Tufts Entrepreneurship Center sends the great message to the campus to get more people not being siloed and encourages more cross-pollination.”

Marshall Moutenot cited the influence of several Computer Science professors for life advice and a former hydrology professor for industry expertise.

Having led various programming for the Tufts Entrepreneurship Society, **Alex Rappaport** acquired a wide network of people to reach out to, including professors as early sounding boards, friends and affiliates of the university for initial funding, and mentors for execution advice.

Industry Connections

\$100k winners in 2017 traveled to New York City and California to meet with Tufts alumni and investors seeking funding and advice. **Jorge Anton Garcia** found the roadshows particularly helpful for building long-time connections. **Andre Newland** feels strongly connected to the entrepreneurial community, in part due to the roadshows.

Charles Parsow met an amazing industry mentor during the \$100k Competition. His guidance put him in a good position to scale his business. During the roadshow, the investors’ insights prompted him to rethink market opportunities and led him to pivot his product.

For **Michael Miele**, high-profile connections from the roadshow enabled him to start otherwise difficult conversations in Silicon Valley.

Community for Peer Learning

Charles Parsow: “I think that the program is unique and special, and there’s a sense of tribe for the entrepreneurs in the program. It is such a niche community that there is that kind of common bond.”

Julia Torgovitskaya: “I really feel like the Young Entrepreneurs at Tufts community rallied around me in a way that I’d never experienced before. I remain grateful for the investment that so many people made completely selflessly and in helping me grow.”

Dr. Vittorio Montanari provided a consulting project for the Tufts Consulting Collective, where Tufts students performed impactful market research and gained valuable real-world experience.

3. Nurturing the Creation of Strong Teams

The Tufts Entrepreneurship Center and Tufts environment allow for many opportunities in which students team up with peers who share the drive or possess complementary skill sets.

From Class Projects to Startups

Aditi Deorukhakar’s company started as a project within the M.S. in Innovation & Management (MSIM) program. Using all the concepts that they learned in the program, the team built several iterations of the business models, conducted customer voice interviews, and gained traction from industry experts.

Sophia Atik’s venture started as a class project in the Biochemical Engineering department. The professor encouraged them to pursue it beyond the class. She met her co-founders through engineering classes and other team members in the Tufts Gordon Institute as she continued her venture as an MSIM Innovation Sprint.

For his Engineering senior project, **Jorge Anton Garcia** identified a pressing problem in medicine and gathered a team of engineering friends to work on it. According to his co-founder, **Andre Newland**, “As a friend group, we wanted to not only work together but also work on something that was going to be potentially impactful.”

From Friends to Co-founders

Alex Rappaport: “I work with people who are so dedicated both in mission and in bandwidth. It’s a privilege to be around people who align around the goal of doing something morally productive and impactful for the environment, the goal of building something from scratch, and the pleasure of the innovative process.”

Jimmy Edgerton had founded multiple businesses before Dr. Gregory Katz, his good friend also from the Tufts community, invited him to create a new business in the Consumer Packaged Goods industry. Their first product was an organic and nutritious chickpea snack, reflecting Jimmy’s passion for health and sustainability.

Before **Marshall Moutenot** co-founded Upstream Tech with Alden Keefe Sampson, they had been partners in many Computer Science classes and started a hackathon at Tufts. Their shared experience at Tufts built up a great amount of camaraderie.

Interdisciplinary Collaboration

Aditi Deorukhakar and **Alex Rappaport** turned a class project into a fundable venture during their time at the MSIM program. When Alex found Christopher Drover, then a master’s student in Chemical Engineering, his engineering background enabled the team to execute the technical vision of the enterprise.

Michael Miele and Karan Singal teamed up to start Spotlight Parking. According to Michael, “[Karan] brought the engineering skill and I brought the vision. We both share a powerful drive to build something ourselves. The Entrepreneurship program is an amazing intersection between the School of Engineering and the School of Arts and Sciences.”

Jeremy Fryer-Biggs met his current co-founder, a Fletcher alumnus, at MassChallenge. With his background in engineering and business, Jeremy helped materialize his co-founder’s vision of creating zero energy refrigeration for the developing world.

4. Providing a Wide Spectrum of Resources

The TEC has a number of resources at the students' disposal to assist in their academic experience at Tufts, cultivate their new ideas, and prepare them for life after graduation.

Skill-based Courses

After competing in the Business Plan Competition, **Julia Torgovitskaya** took her first Entrepreneurship class. Her takeaways from the Entrepreneurial Leadership capstone class 10 years ago still resonate with her today.

James Oliver found the Entrepreneurial Finance course instrumental to his business. The experience of developing a 50-page, fully vetted business plan forced him to think through the viability of his idea. He was fulfilled by the hands-on approach, real-world projects, and critical analysis in the Entrepreneurship classes.

Daniel Weinstein used the Entrepreneurship and Business Planning course to draft a business plan and chart the path for the product he wanted to create. It set the groundwork for his business planning skills and gave him an organized starting point from which to launch his company.

In an Entrepreneurship seminar, **Grant Steinhauer** went through the process of building a company from the ground up. His hands-on experience through the Entrepreneurship program prepared him to work for a startup via the Venture for America fellowship.

Entrepreneurship Courses

Manjula Dissanayake: "As a nonprofit, I never thought that we would fit in business plan competitions. But that experience allowed me to really put the business plan together. Through that, I also got matched with a mentor who was a Tufts alumnus. He was a great resource. In fact, he is still one of my mentors and a benefactor to the organization."

As **Jimmy Edgerton** refined and iterated the business plan in the \$100k Competition, he gained more information about the feasibility and potential positive impact of the idea.

Brian Kaufman devised a business plan for his thesis at the Tufts Gordon Institute. He gained valuable presentation skills in the \$100k Competition and technical writing skills when applying for provisional patents.

Taking Technology from Lab to Market

Dr. Vittorio Montanari, a Research Assistant Professor at Tufts, is a founding team member of Velum. The technology came out of the Tufts Kumar laboratory and the business gained serious traction after placing in the \$100k competition.

Aditi Deorukhakar and **Alex Rappaport** started ZwitterCo. to commercialize the Tufts-patented membrane technology for waste water treatment during the MSIM program at Tufts Gordon Institute. "The Tufts Tech Transfer Office really pushed us to take this forward as a startup instead of just treating it as a student project."

Daniel Weinstein, Patrick Mulcahy and **Sophia Atik** developed product prototypes using laboratory spaces at Tufts. A professor connected **Patrick Mulcahy** to the lab spaces at the Tufts University School of Medicine's Public Health department, located in Boston. This was vital to his business because he was trying to create a new technology and needed a place to run tests on his invention.

Advice for Aspiring Entrepreneurs

Sophia Atik

"Don't be afraid to speak up, but also don't be afraid to fail and ask for help, so that you can learn and improve. What I've noticed about myself is that I've become more confident, but not arrogant, because I still understand when to ask help. Especially as a female engineer entrepreneur, sometimes it's easy to take the back seat."

Morgan Babbs

"Being a founder is not the only path to entrepreneurship. The Tufts Entrepreneurship Center can facilitate the creation of teams by connecting people who want to be part of a new business but don't necessarily want to be the founder."

Jimmy Edgerton

"Think about why you want to start a business. The answer shouldn't be because you want to be your own boss or make a lot of money because there's a lot of ways to do that. Also, have fun. I think being healthy allows for a larger area under the curve to maximize happiness over a period of time."

Kevin Halter

"I definitely encourage people to start companies early. The startup that I had at Tufts was a great experience. The Entrepreneurship Center at Tufts encourages learning by doing, collaborating with other departments and with other universities in Boston. Collaboration is what drives innovation."

Michael Miele

"Follow the money. If you understand the flow of money in an industry and you can figure out a way to get more money to people in the industry, you will be successful."

Patrick Mulcahy

"Be passionate. Be excited about your idea and find people who are as excited as you about it."

Andre Newland

"When the project started happening, I realized that I had a genuine interest in this and I wanted to see it to its completion, whatever that may be. That opportunity for high impact doesn't come as often as you would like when you're out in the full-time world."

Grant Steinhauer

"Be proactive and reach out to anyone who has knowledge or connections to something you are interested in. If I were at Tufts again, I would be getting coffee every weekend with someone doing something cool. Opportunities naturally arise from that."

Julia Torgovitskaya

"If you have an idea, make it happen! You are either winning or growing. Growing is what happens when you learn. Just take that first step and allow yourself to be in the discomfort of the uncertainty."

The Meaning of Entrepreneurship

Jeremy Fryer-Biggs

“For me, it’s very important to leave the world a better place than I found it. I am always on the lookout for opportunities. I liked physical products that make financial sense, so they can self-sustain and solve a big social problem.”



Kevin Halter

“The experience of bringing products to market, wearing multiple hats, and pursuing a new idea on your own is an invaluable opportunity for a budding entrepreneur. You are making stuff happen, whether it’s with limited money or resources. At the end of the day, you’ve got to find a way to win and survive.”

Daniel Weinstein

“The thing I like most (about entrepreneurship) is the ability to formulate your own vision and bring that into the world.”



Alex Rappaport

“Before ZwitterCo., I assumed that entrepreneurship was a way to pursue a more imaginative life and where I could put the things I cared about first. Now my feelings about entrepreneurship have been emboldened by how fulfilling the experience has been. There isn’t a job in the world that I would take instead of doing what I’m doing right now.”



John Bello

A68, A13P, FOUNDER AND FORMER CEO OF SOBE AND IZZI, FOUNDER & CEO OF VIRGIL’S

“An entrepreneur is a rugged individualist who sees a problem or opportunity in the marketplace, finds a solution that addresses it, finds a customer to pay for it, and builds a business around it to create sustainable value for himself, colleagues, investors, and the public. An entrepreneur is a calculated risk-taker.”

Art Papas

A97, CO-FOUNDER & CEO OF BULLHORN

“Entrepreneurship is a calling. It stems from a deep desire for creative expression—to create something unique, special, and of enduring value. The products and services we create, the culture, even the organizational design, are all manifestations of our creative voice.”

Ian Leaman

“I used to go camping a lot and they have this thing called type two fun, where it’s not fun while you do it, like getting rained on, but by the time you get through it you forget the pain. If I see a problem, I sort of have to fix it, not thinking about all of the implications of how hard it is going to be. Obviously the more you do it, the better you get at handling the challenges.”

Bill Cummings

A58, ENTREPRENEUR, PHILANTHROPIST & AUTHOR

“Whether engaging in conventional or social entrepreneurship, a business owner’s ability to create jobs provides enormous value to the community. Successful entrepreneurs typically demonstrate great self-confidence, optimism, and resourcefulness, as well as a willingness to work prodigious hours to make things happen to their satisfaction. They must also have an aggressive risk-taking nature, tempered by a thorough understanding of how great any impending risks might be, and strong intellectual curiosity about all things likely to affect any new business.”

Jay Meattle

“Entrepreneurship is about creating something from nothing. You’ve got to be a doer. You have to go out and make it happen.”



Diane Hessian

J76, A11P, FOUNDER AND CHAIRMAN OF C SPACE

“One of the myths about entrepreneurship is that it’s all about having a great idea. To me, lots of people have great ideas, but entrepreneurs drop everything and actually try to make their idea happen. It takes courage, commitment, and sacrifice, and a bit of insanity.”

Aditi Deorukhakar

“Entrepreneurship is a life-changing experience. Being okay with failures and learning lessons from them is a key to progress in a startup. At the same time I feel like I’m more disciplined as a person. I’m really enjoying what I’m doing.”



Charles Parsow

“If students can learn that the world is just full of problems they can solve, and Tufts can foster the community of helping to solve those problems, that’s entrepreneurship to me.”

Research Methodology



The Research Team



Special thanks to Earle Yaffa, A61

The research for this report originates from three sources: internal research and resources from the Office of Institutional Research (OIRE) and the Tufts Entrepreneurship Center archives; a quantitative survey sent to all \$100k Ventures Competition alumni from 2004 to 2018 available in our database; and qualitative interviews with 22 Tufts alumni who created businesses. The survey was shared with the entrepreneurial alumni in January 2019 and gathered responses until March. Interviews were conducted throughout February and March 2019.

Survey

A survey was sent to 197 former participants of the \$100k New Ventures Competition as available in the TEC database. 40 responses were received, resulting in a response rate of 20%. Respondents included Tufts alumni and faculty who participated in the competition from 2004 to 2018. The survey included 28 questions, inquiring about the status of their \$100k ventures, takeaways from the competition, and suggestions for the Tufts Entrepreneurship Center.

Interviews

To expand on the quantitative data gathered from the surveys, the research team conducted qualitative phone interviews with alumni who volunteered their time. The interview structure followed a loose template that aimed to encompass several key categories of questions. These categories focused on the impact of Tufts University on their ventures and career paths, and were then distilled into the four key categories featured in the report: empowerment, networks, teambuilding and resources.

Strengths, Limitations, and Opportunities

Strengths: The strength of the report comes from the number of alumni eager to share their stories in interviews. 55% of survey respondents agreed to participate in an interview.

Limitations: By only collecting 40 responses, the project garnered a mere 20% response rate. Quantitative analysis could be improved by collecting additional responses, as a higher response rate would result in more generalizable results.

Opportunities: As the inaugural Impact Report, this assessment represents the beginning of many future research opportunities for the impact of entrepreneurship at Tufts University on students, faculty, and the world. Additionally, there are many future opportunities that can further bolster TEC as a hub of collegiate entrepreneurship worldwide.

Team Acknowledgments

This inaugural Impact Report would not have been possible without the dedication and hard work of these individuals:

THE RESEARCH TEAM

Jiaxun (Leila), Li A19, Research Coordinator

Judy Chen, A19, Researcher

David Pearl, A20, Researcher

Frank Yandrisevits, A20, Researcher

Daniel Callahan, A17, G19, Researcher

TUFTS GORDON INSTITUTE AND TUFTS ENTREPRENEURSHIP CENTER

Earle Yaffa, A61, Member of TEC Board of Advisors

Jack Derby, Director of Tufts Entrepreneurship Center

Kevin Oye, Executive Director of Tufts Gordon Institute

Carol Denning, Program Manager

Annika Jensen, Marketing & Communications Manager

Nana Younge, Program Coordinator

CONTRIBUTING ADVISORS & ALUMNI

This report could not have been possible without the time and candid reflection contributed by the inspiring Tufts entrepreneurs featured here. They strengthen the Tufts entrepreneurial ecosystem every day, and we are sincerely grateful for their contribution to our research.

We sincerely thank the alumni who volunteered their time for an interview. Below are their names, followed by their graduation year, the name of their venture in the \$100k Competition and prizes they won.

Sophia Atik, E18, EG19
VASERA Male Contraceptives, 2018 Life Sciences Track, Second Place

Morgan Babbs, A15
Colibrí (SolarRoute), 2015 Social Track, Second Place

Aditi Deorukhakar, EG18
ZwitterCo., 2018 High-Tech Track, First Place

Manjula Dissanayake, F12
Educate Lanka, 2011 Social Entrepreneurship Competition, Third Place

Jimmy Edgerton, E06
The Green Power Gym, 2010 Classic Business Plan, Honorable Mention

Jeremy Fryer-Biggs, EG10
The Strivers Foundation, 2009 Social Entrepreneurship Competition, First Place

Jorge Anton Garcia, E17
Tarseer (Tarsier), 2017 Life Science Track, First Place

Kevin Halter, E03
Rentcycle, 2011 Classic Business Plan Competition, Third Place

Brian Kaufman, EG14
Stwist.com, 2014 Classic Track, Finalist

Ian Leaman, A17
Acenna Data (Mimir Insights), 2016 High-Tech/General Track, First Place

Jay Meattle, A04
Shareaholic.com

Michael Miele, A15
SpotLight Parking, 2015 High-Tech/General Track, First Place

Vittorio Montanari
Research Assistant Professor, Velum, 2017 Life Science Track, Third Place; Veraquel Technologies Inc., 2014 Classic Track, Finalist

Marshall Moutenot, E13
Upstream Tech

Patrick Mulcahy, EG17
N2Cube, 2015 High-Tech/General Track, Second Place

Andre Newland, E17
Tarseer (Tarsier), 2017 Life Sciences Track, First Place

James Oliver, A17
Atlas Bars

Charles Parsow, A13
Ginger Time, 2018 High-Tech/General Track, First Place

Alex Rappaport, E17, EG18
ZwitterCo., 2018 High-Tech/General Track, First Place

Grant Steinhauer, A18
High-Key Studios

Julia Torgovitskaya, A09
iCadenza (Cadenza), 2009 Social Entrepreneurship Competition, Second Place

Daniel Weinstein, E18
UCHU Biosensors, 2017 Montle Prize, Winner

We appreciate the time and assistance of the \$100k alumni who participated in the Tufts Entrepreneurship Impact Survey.

Jorge Anton Garcia
Sophia Atik

Morgan Babbs
Evangelia Bellas

Diana Burns
Aditi Deorukhakar

Manjula Dissanayake
Adrienne Dreyfus

Jimmy Edgerton
Jeremy Fryer-Biggs

Kevin Halter
Greg Hering

Sijia Hu
Olivia Ives-Flores

Brian Kaufman
Ethan Kopit

Hayden Kwast
Ian Leaman

Jay Meattle
Matthew Merighi

Michael Miele
David Mok

Vittorio Montanari
Patrick Mulcahy

Andre Newland
Rebecca Novak

Charles Parsow
David Pearl

Alex Rappaport
Andrew Reeves

Scott Rioux
Jennifer Rosenfeld

Sharad Sagar
Sagun Sanghi

Hillary Sieber
Collins Sirmah

Noah Spitzer-Williams
Aaron Tartakovsky

Julia Torgovitskaya
Julie Zollmann

Campus Locations

MEDFORD

School of Arts and Sciences

Graduate School of Arts and Sciences

School of Engineering

The Fletcher School

Jonathan M. Tisch College of
Civic Life

BOSTON

School of Dental Medicine

Gerald J. and Dorothy R. Friedman
School of Nutrition Science and Policy

School of Medicine

Graduate School of Biomedical
Sciences

Jean Mayer USDA Human Nutrition
Research Center on Aging

School of the Museum of Fine Arts
at Tufts University

GRAFTON

Cummings School of
Veterinary Medicine

TEC Board of Advisors

Richard Abrams, E80
UBS Wealth Management

Chuck Auster, A73
RunTide Capital

Ben Carson Jr., A07
Interprise Partners

John Cuming, A81
Cuming Microwave

Jack Derby
Director, TEC; CEO & Investor

Christine Dunn, A94, F95
ArcPoint Strategy

David Feinburg, A74
Syzygy Global Education

Richard Gibbs, A74
Gibbs Capital Management

Pamela Goldberg, J77, A13P
Medical Device Innovation Consortium

Josh Goldman, A88
Omega Venture Partners

Kim Hartman, A85
KH Designs

Josh Kapelman, A12
Hilldun Corporation

Mark Kessler, E86
Lowenstein Sandler

Jordan Kivelstadt, E04
FreeFlowWines

Roger Krakoff, A83
Cloud Capital Partners

Sarah Kugelman, J85
Skyn ICELAND

Steve McDermid, A01, F06
Emerson Collective

Andrew Merken, A87
Burns & Levinson

Kenny Nova, A86
Stat Scientific

Lou Pelosi, E85
ON24

Catherine Popper, A87
Launchpad

Stephen Remondi, E87
Xsphaera Biosciences

Frank Rimalovski, A87
NYU Entrepreneurial Institute

Jessica Bussgang Rosenbloom, J86
JER Consulting

Peter Rothschild, E77
East Wind Advisors

Felice Shapiro, A08P, A11P
Betterafter50.com

Forrest Snowden, E86
Aria Gems

Ellen Steiner Dolgin, A78
Venture Investor & Coach

Omer Trajman, E00
GA&M

Earle Yaffa, E61
Skadden, Arps, Slate,
Meagher & Flom