Fall Into Entrepreneurship!

We hope everyone is settling into the school year! It's officially fall, and we're excited about all the entrepreneurship events we have planned this coming month. Competitions, workshops, office hours, and everything in between to give you the opportunity to build a team, develop an MVP or product, learn new skills, and find funding for your ideas. We look forward to seeing you around! Visit SEAS Entrepreneurship for more info.

If there is something specific that you'd like us to include in this newsletter, please contact us. If you're interested in what's happening at the university-wide scale, check out our friends at Columbia Entrepreneurship, CORE and ADI.

What To Look Forward To

Entrepreneurship programs aims to connect you with resources to help build your idea or business. We collaborate heavily with other offices and organizations on and off campus to bring you speaker series, office hours, site visits, mentors, funding opportunities and much more. Read below about some of our key events for this academic year.

Third Thursdays: Entrepreneurship Forum
October 20
5:30 PM, Morningside Campus - Schapiro CEPSR Room 750
Come out to hear from successful alumni, meet your peers and potential teammates, and hear about the resources available to help in the startup process. Third Thursdays will happen every month and have a different theme each time. The October 20 meeting's theme will be product-market fit and will feature Sean Kelly, CEO of SnackNation, an Inc. 500 ranked company that delivers healthy snacks to offices across America. Food and drink will be served. For more information and to register, click here.

Fast Pitch
November
This pitch competition gives you the chance to practice your 60 second business pitch to experienced judges and the opportunity to win money for your venture! The first round application will be coming out soon. Read more about the competition here.
Columbia Venture Competition
March 30, 2017
First launched in April 2009, the Columbia Venture Competition awards prize money to early-stage ventures all founded by young Columbia entrepreneurs. Over the years the competition has grown to be a campus wide event, culminating in the #Startup Columbia Festival. In 2016, the competition featured five different tracks and paid out a total of $250K to winners. The first round applications for CVC 2017 will be due in February - stay tuned!

SEAS Entrepreneurship Sounding Board
Accepting Applications on a Rolling Basis
The Entrepreneurial Sounding Board Program offered by SEAS Entrepreneurship is an opportunity for Columbia engineers to schedule one-on-one advisory meetings with industry experts to discuss their own entrepreneurial ideas and challenges. This program allows engineering students to connect with recent alumni for entrepreneurial advice, support, and guidance. Click here to view the Sounding Board Advisors. If one of the advisors listed matches your interests, then please feel free to submit an application to be his or her mentee.

Work at Columbia Startup Lab!

Limited space available now!
We’re looking for recent Columbia Engineering alumni who have received their degree in the past five years and who are working full time on their venture. Join the current cohort of Lab resident ventures in the 69 Charlton WeWork building in the middle of Silicon Alley. Columbia-founded startups come from Columbia College and the Schools of Business, Engineering, Law, and International and Public Affairs.
APPLY NOW!

Upcoming Deadlines and Events

ADI Startup Career Fair
Friday, October 7
Interested in getting a job or internship at a startup? Join ADI at our 5th annual Startup Career Fair to meet some of the most exciting tech startups around—and make sure to bring a resume!
Last year over 400 Columbia students met 21 tech startups and this year it's going to be even better. Engineers will tell you about what it's like to work at a tech startup, and can give you tips for how to interview and get a job!
Learn more about the event [here](#), and register [here](#).

### Building and Branding an Entrepreneurial Startup
**Tuesday, October 11**
**12:30 PM - 2:00 PM, Morningside Campus - Uris Hall 326**
Join Lang Center Entrepreneurs in Residence Lauren Perkins (Founder and CEO, Perks Consulting), David Olk ’11 (Co-founder, Voray and ShopKeep), and Cliff Schorer (Director, EIR Program) as they discuss the key steps for building and branding an entrepreneurial startup. [Register here](#).

### Lean Launchpad Information Session
**Thursday, October 13**
**12:30pm, Morningside Campus - Uris Hall 441**
Lean Launchpad classes are conducted all over the world, with hundreds held annually for teams from the US National Science Foundation alone. Steve Blank will bring it back to Columbia Business School for the sixth time in January 2017. He will help you simulate life in a startup while you "get out of the building" to receive feedback on your startup from the only people whose opinion matters: your potential customers! Daily briefings will give you further guidance, as the faculty challenges you to optimize, iterate and pivot your idea on the road to startup success.
We invite you to [join us on October 13th](#) to learn more about this startup block week course taking place in January 2017. We will cover the following:

1. What you'll learn in the five days with serial entrepreneur Steve Blank and a team of CBS entrepreneurship educators.
2. How the class works, what you need to do beforehand to succeed, and how to best benefit from the experience.

[Please register here](#). We look forward to seeing you at the event!

### Patents 101
**Friday, October 14**
**11:00 AM, Morningside Campus - Lerner Hall, Satow Room, 5th Floor**
As the Columbia technology transfer experience demonstrates, patents can provide a successful vehicle for generating research funding for university inventions. Unfortunately, many seemingly harmless events occurring after the conception of an invention can jeopardize the right to file for a patent. Jeffrey M. Sears, PhD, Chief Patent Counsel for Columbia University, will present a patent law primer focusing on what you need to know to preserve patent protection for your inventions. [Register here](#).

### Natural Vs. Unnatural Acts: What George Bernard Shaw
Taught Me About Startups
Monday, October 17
6:00 PM, 69 Charlton Street
The Columbia Women Inventors Network and the Columbia Startup Lab present a talk from Michael Sikorsky, CEO and co-founder of Robots and Pencils. Michael will talk about what every startup and new venture can learn from the nineteenth century Irish playwright, critic and polemicist - what are common mistakes people make, and how to overcome the seduction of unnatural acts. Register here.

Translational Research Award Opportunities Info Session
Wednesday, October 19
4:00 PM, Columbia Medical Center - Irving Institute Conference Room, PH Building, 10th Floor, Room 204
Join us for an info session with the Columbia-Coulter Translational Research Partnership, which provides funding and support to develop promising biomedical technologies. Register here.

Startup Weekend NYC
October 21 - 23
Startup Weekend is a 54 hour event that brings together New York City designers, developers, entrepreneurs, and experts from all domains to do amazing things. All Startup Weekend events follow the same basic model: anyone is welcome to pitch their startup idea and receive feedback from their peers. Teams form around the top ideas (as determined by popular vote) and embark on a three-day frenzy of business model creation, coding, designing, and market validation. The weekend culminates with presentations in front of local entrepreneurial leaders with another opportunity for critical feedback! Register here.

Webinar: Navigating Government Contracts and Awards
Wednesday, October 26
2:00 PM
Jameson invites you to attend a private webinar for Columbia University on Government Grant & Contract Accounting. Government contract and grant awards come with financial strings attached. Federal Acquisition Regulation (FAR) clause 52.216-7 Allowable Costs is typically embedded in SBIR/STTR Phase II awards. This clause requires you to maintain a rigorous accounting system and meticulous job cost records subject to special cost recovery rules, which will be audited! Register here.

Introduction to Prototyping and Testing
Friday, October 28
1:00 PM - 4:00 PM, Columbia Entrepreneurship Design Studio (490 Riverside Dr.)
Ideas deserve to be shown off. Join us for this Prototyping and Testing Sprint to learn about how to turn your early ideas into something tangible and test-worthy. Prototyping is a way of learning more about your customer or community by having
them interact with an early version of a solution. Once you have built a prototype of your product or solution, you can use it to learn more about how your customer responds to it. Testing your idea provides immediate and valuable insights that can help you rapidly improve your product or solution. Be prepared for a highly interactive day!

Teams and individuals are welcome. Feel free to come with your own idea to prototype, or we can help you brainstorm one on the spot. If you have questions, please reach out to designstudio@columbia.edu.

Register here.

Global Grand Challenges Summit
Due November 1

The third Global Grand Challenges Summit (GGCS) on the National Academy of Engineering (NAE) Grand Challenges for Engineering (GCs) will be held July 18–20, 2017. We will continue the Student Day business plan competition for the 2017 GGCS, and this note serves as a call for proposals. The deadline for Student Day business plan proposals is November 1, 2016. The goal is to have 30 students representing each of the three countries (US, China, UK), for a total of 90 students, all of whom will attend the 2017 summit in Washington. For more information and to submit your application, click here.

The Changing World of Raising Capital
Thursday, November 3

6:00 PM, Morningside Campus - Pulitzer Hall Lecture Hall (Room 301)

The world of raising capital for start-up companies has experienced a revolution. Prior to the enactment of the JOBS Act in 2012, raising capital for private companies was limited to offline communications and was dominated by the professional venture capitalists. Now the capital raising process has been democratized. Capital can be raised online directly by companies or through intermediaries. It can be accomplished by crowd sourcing to "accredited investors" or, in limited amounts, by crowd funding to everyone. Additionally, companies can raise capital in an "IPO lite" manner by using the new Reg A+.

Come join us on the Columbia University campus for an entertaining evening with a world class panel of the leaders changing the way that capital is being raised for new emerging companies. Co-sponsored by MintzEdge (powered by the law firm of Mintz Levin) and Columbia Technology Ventures, learn what these innovators in the new world of raising capital are thinking and planning. Register here.

Fast Pitch Prep with Kevin Zhang ’13CC
Friday, November 4

1:00 PM - 3:00 PM, Morningside Campus - John Jay Lounge

In this first pitch prep session, Kevin Zhang, former president of CORE and fast pitch judge, will guide you in creating a persuasive and compelling elevator pitch that you can use to ignite interest in your company. Kevin focuses on product marketing, partnerships, and analytics as the first business hire at Fundera, a Khosla-backed
startup helping Main St entrepreneurs save thousands on loans to grow their small businesses. Kevin is also honored to serve as Alumni Chairman of the Columbia Organization of Rising Entrepreneurs (CORE). Prior to Fundera, Kevin spent time at Bain & Company, AOLVentures, and Addepar. At this event, you’ll also learn the where, how, and why of videotaping your pitch as well as how to upload your pitch to our judging system to get feedback before the live Fast Pitch competition on 11/17. Register here.

**Venture Capital Investing in the Biotech Startup Space**

**Wednesday, November 9**

**5:30 PM, Columbia Medical Center - Faculty Club**

Join Columbia Women Investors Network for a discussion exploring venture capital investing in biotech companies with Charlotte Hubbert of The Bill & Melinda Gates Foundation. Charlotte brings a wealth of experience in venture capital investing, startups, and emerging biotechnology, having previously served as Vice President with H.I.G. BioVentures and an associate at Accelerator Corporation, where she was involved in the strategic development and management of many companies including Oncofactor, Groove Bipharma, and Acylin Therapeutics. Register here.

**Columbia-Coulter Call for Pre-Proposals**

**Due December 1**

Apply for proof-of-concept funding to support development of promising biomedical technologies. The Columbia-Coulter program is currently accepting Pre-Proposals for the next round of funding and commercialization support. All technologies with the potential to directly impact human health will be considered. Eligible teams must include both an engineer and a clinician, at least one PI must have a faculty appointment at Columbia, and the technology should be an idea or invention based on Columbia intellectual property. If you need an engineering or clinical collaborator, we may be able to facilitate introductions. Please email matchmaking requests to coulter@columbia.edu by November 1, 2016. Visit www.columbia-coulter.org or email coulter@columbia.edu for more information. Pre-Proposals are due December 1, 2016.

**Student Startup Madness SXSW Competition**

**Due December 2**

Online applications are now being accepted for Student Startup Madness, a fun and exciting nationwide tournament offering college student startups the opportunity to “live the entrepreneurial dream” – compete against fellow student entrepreneurs and grab the attention of potential investors and leaders in the startup community at the South By Southwest Interactive festival in March 2017. Student Startup Madness (SSM) is open to all college student digital media startups from any college/university in the United States. To apply, go to http://studentstartupmadness.com/apply-now/. Applications will be accepted through Midnight (EST), Friday, December 2, 2016. Teams are encouraged to apply
for “Early Admission” by Midnight (EST) Friday, October 14, 2016, when 20 of the 64 SSM tournament teams will be selected. For more information and to apply, click here.

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**Announcements**

**Launch of SensorKit on AppleWatch**

Congratulations to our SEAS alumni, Ken Kruger (M.S. OR/FE ’12) and Houtan Fanisalek (M.S. CS ’12), for having their exercise platform SensorKit recently launched on the AppleWatch! Kruger and Fanisalek co-founded SensorKit while at Columbia - check out a video on their company below!

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**Opportunities to Get Involved**

**Office Hours**

The staff of SEAS Entrepreneurship Programs invites you to our open office hours! Email seaseship@columbia.edu to schedule. We encourage you to take advantage of this opportunity by asking us questions about anything related to entrepreneurship, especially as you prepare to enter the Columbia Venture Competition. We have many resources that we’d love to share with you!