

UW OSHKOSH STARTUP ACCELERATOR
PROGRAM BUSINESS PLAN-
AeroInnovateTM

December 2015

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UW Oshkosh Business Accelerator Program
Strategic and Operational Plan 2015-17 - AeroInnovate

I. Executive Summary

AeroInnovate was established in 2008 by staff of the University of Wisconsin Oshkosh (UW Oshkosh) with a goal to facilitate the alignment of passionate, successful investors and industry leaders with the best aviation-related opportunities in the world through assisting entrepreneurs in bringing new innovations to the aviation and aerospace marketplace.

Entrepreneurs in aerospace have many resources from which to choose when it comes to business development, but are lacking with aviation specific programming to provide entrepreneurial resources, mentors and exposure in the industry. AeroInnovate provides that aviation-specific programming. Other aviation specific programs exist, but are either focused on later stage businesses or specific sectors within aerospace, such as improving the commercial flight experience. AeroInnovate has worked hard to develop relationships with these other programs, to create a larger network for AeroInnovate accelerator participants, as well as in some cases, providing a seamless link to a next step for them following their graduation from the AeroInnovate accelerator program.

Through AeroInnovate's location in Oshkosh, Wisconsin - the home of general aviation and EAA AirVenture - there is a unique platform to build on, providing an opportunity for AeroInnovate to provide an accelerator experience unlike any other. AeroInnovate, as part of UW Oshkosh, a regional comprehensive university, provides program participants with the advantages of easy access to faculty, interns and survey center resources.

AeroInnovate seeks to be known as the go-to resource for all aviation and aerospace innovation, to create a community where airoinnovators can connect and obtain resources to make an impactful change in the aviation/aerospace industry, and be the premier aviation/aerospace accelerator in the United States.

The management of AeroInnovate consists of Audra Hoy, Shelby Smykal, Doug Jarmusz, and the AeroInnovate advisory board. The staff and board of AeroInnovate

have developed a unique program including a startup accelerator, with planned programming additions to include webinars and regional events.

II. Strategic Plan

A. Origins, History and Vision

AeroInnovate was conceptualized in 2007 by a small group of diverse people working for and with the UW Oshkosh. In the fall of 2012, Chamco and the UW Oshkosh Small Business Development Center completed a nine month feasibility study which began by evaluating the development of a business incubator program and ultimately concluded UW Oshkosh had an opportunity to develop a comprehensive business accelerator program to foster growth in several industries, including aviation, advanced manufacturing, information technology and clean technology/sustainability. Chamco agreed to take on advancement of the project.

In December 2013, funding to support accelerator planning efforts is secured from the Department of Defense, Office of Economic Adjustment (DoD-OEA). Chamco and UW Oshkosh staff began working on accelerator program planning efforts, including creating working groups with wide representation and support. A decision was made to split the accelerator initiative into two separate programs - AeroInnovate, an accelerator with an industry (aviation/aerospace), but not geographic, focus, to capitalize on the already-recognized brand and what is now known as InventureXcel, an accelerator with a geographic (northeast Wisconsin), but not industry, focus. In August 2014, UW Oshkosh received supplemental funding from DoD-OEA to support running pilot classes of both the AeroInnovate and InventureXcel programs and to complete business planning efforts.

Oshkosh is the home of the Experimental Aircraft Association (EAA) and known around the world as the “mecca” of general aviation. Building on this reputation and its own Oshkosh location, AeroInnovate helps aeroinnovators from across the globe who are starting and growing aviation and aerospace businesses and bringing new technologies to the marketplace.

AeroInnovate's goal is to facilitate the alignment of passionate, successful investors and industry leaders with the best aviation-related opportunities in the world. AeroInnovate advances this goal by bringing innovators together and offering top-notch

educational forums, aligning the best companies with investors and industry leaders, exposing technology through technology showcases and connecting aeroinnovators to people and resources. In this way, exciting new aircraft and aviation products and services will be commercialized and new opportunities created in aviation and aerospace.

Past programming for AeroInnovate included: the Pitch & Mingle Event where selected companies have had the opportunity to pitch their company to a group of accredited investors, industry advisors and fellow aviation/aerospace entrepreneurs during AirVenture, Investor Roundtable, educational forums, and technology showcases.

This year AeroInnovate first offered an 8-week intensive startup accelerator program for entrepreneurs in aerospace and aviation. Participants work with AeroInnovate staff, mentors, and industry leaders to build their business. The AeroInnovate accelerator helps companies develop their product, validate their idea, do necessary research, develop their pitch to potential investors, and create executive summary documents for their business.

AeroInnovate's vision is to be known as the go-to resource for all aviation and aerospace innovation, create a community where aeroinnovators can connect and obtain resources to make an impactful change in the aviation/aerospace industry, and be the premier aviation/aerospace accelerator in the United States.

B. Mission

To assist entrepreneurs in bringing new innovations to the aviation and aerospace marketplace.

C. Core Values

- Innovation
- Entrepreneurship
- Economic Development
- Entrepreneurial Community Development & Engagement

III. Operations Plan

A. Customer Definition and Needs

AeroInnovate customers are entrepreneurs who have new innovations and ideas for the aviation/aerospace industry. Entrepreneurs in aerospace have many resources from which to choose when it comes to business development, but are lacking with aviation specific programming to provide entrepreneurial resources, mentors and exposure in the industry. AeroInnovate provides that aviation-specific programming.

B. Competitive Landscape

AeroInnovate ran the first aviation/aerospace accelerator in the nation in spring 2015. Previously, Starburst, located in Paris, France, was the only existing incubator for aerospace companies. Starburst has recently opened a second location in Los Angeles. Starburst's focus is on second stage businesses, while AeroInnovate's is early stage, making these programs complementary, rather than competitive. AeroInnovate has developed a memorandum of understanding with Starburst to work together in the

aviation/aerospace accelerator space by joining networks and creating a mutually beneficial partnership with cross-referrals to each other's programming.

Within the past year, Airbus opened BizLab in France and Cockpit Innovation Hub opened in Israel. Both are aviation/aerospace accelerators but focused on commercial air travel.

AeroInnovate has developed a relationship with Cockpit Innovation Hub, an airline passenger experience focused accelerator funded by El Al Airlines out of Jerusalem, Israel. AeroInnovate is working to develop a mutually beneficial relationship with BizLab as well.

AeroInnovate's goal for these relationships and future relationships is to create a larger network for accelerator participants to utilize mentors and resources, as well as develop a next step for them following their graduation from the AeroInnovate program.

AeroInnovate is what is known as a "vertical" accelerator, meaning its focus is on helping entrepreneurs in one industry – aerospace - while other accelerators are agnostic and accept applicants from any industry. AeroInnovate also offers a hybrid online and in person program. Both of these features - vertical and online, are trends that are picking up momentum in the accelerator industry, a curve AeroInnovate is already ahead of. The Global Accelerator Network, the accelerator industry group, reports that 59% of accelerators are now vertical focused and 20% are considering/are virtual.

Articles are attached in **Appendix A**.

C. Market Positioning

AeroInnovate has a unique platform that can be utilized, not only for the program participant's benefit, but also in the marketing of the program. AeroInnovate is unique in its location (Oshkosh - the "mecca" of general aviation) and in its program makeup (virtual so the participant can be located anywhere, yet culminating by providing an audience and platform at the world's largest aviation event).

AeroInnovate is a part of UW Oshkosh, a regional comprehensive university, which provides program participants with the advantages of easy access to faculty, interns and survey center resources.

AerolInnovate has an established network of entrepreneurs, investors and industry leaders it utilizes for marketing and recruitment purposes. In addition, AerolInnovate has joined the Global Accelerator Network which has resources to assist with recruiting entrepreneurs as well as with other aspects of programming.

AerolInnovate has a recognized and respected brand in the aerospace entrepreneur community. AerolInnovate plans to expand the brand and network to grow the AerolInnovate accelerator into two accelerator programs per year within five years.

D. Program Description

AerolInnovate runs programming year-round. The highlight of the year is the eight-week accelerator program, but in addition to that AerolInnovate will be adding two regional events per year, as well as four webinars throughout the year to provide targeted and more regular programming to advance innovation in aerospace.

The 2015 pilot class of the eight-week accelerator program included seven weeks of virtual programming, followed by a two day in person Pitch Camp prior to the week's activities at AirVenture, culminated by the Pitch n Mingle event. Based on participant feedback, the program will add a second in person kick-off the weekend prior to the virtual portion of the program for the entrepreneurs to have an opportunity to meet each other and AerolInnovate staff at the beginning of the program, rather than only at the end. Participants in the pilot class believed additional in person/community bonding time would be beneficial.

E. Governance, Management and Staffing

AerolInnovate is governed by an Advisory Board (biographies below). It is staffed by the AerolInnovate Director, Program Coordinator and Interns, with management oversight by the UW Oshkosh Business Success Center Director, Doug Jarmusz. Staff biographies are attached in **Appendix B**.

Staff

Audra Hoy, Director

As director, Audra is responsible for all aspects of development and delivery of the AeroInnovate program, including, but not limited to:

- Program planning
- Recruiting, screening and selecting participants
- Delivering curriculum to participants and providing additional follow up assistance
- Overseeing event planning and social aspects of program
- Monitoring effectiveness of and continuously improving and developing programming
- Procuring necessary resources for the program to be self-sustaining
- Developing partnerships necessary to fund and sustain the programs
- Assisting with preparation and monitoring of AeroInnovate budget
- Managing surveys for program participants
- Assisting with staff/intern hiring and supervision
- Preparing for and attending meetings associated with programming, including advisory board meetings
- Communicating with stakeholders

Shelby Smykal, Program Coordinator

As program coordinator, Ms. Smykal is responsible for providing administrative support to the AeroInnovate program, including, but not limited to:

- Assisting with recruitment, screening and selection of participants
- Assisting with delivery of curriculum to participants
- Assisting with event planning and social aspects of programs
- Assisting with developing partners
- Attending meetings associated with programs
- Providing administrative support to programs
- Leading logistics and coordination of programs
- Assisting with surveying and research projects

Business Success Center Interns

Two program interns are utilized in AeroInnovate. They provide administrative support to the AeroInnovate program, including, but not limited to:

- Assisting with recruitment of participants
- Assisting with event planning and social aspects of programs
- Assisting with delivery of programming
- Conducting research and maintain databases to support programming
- Assisting with surveys of programming and for program participants
- Providing administrative support to programs
- Assisting with logistics and coordination of programs
- Attending meetings associated with programs

Advisory Board: The AeroInnovate Advisory Board consists of individuals with a passion for aerospace innovation.

Dave Chaimson joined EAA in February 2014 and is responsible for diverse areas such as sponsorship development and fulfillment for EAA programs and activities, including the EAA AirVenture Oshkosh fly-in; EAA publication and online advertising; and the creation of new opportunities for businesses to become partners within EAA's mission of growing participation in aviation. He is also responsible for all of EAA's marketing activities, as well as the organization's digital and web content efforts. With more than 25 years of marketing, sales and senior management experience, Dave brings a unique blend of aviation enthusiasm and extensive, successful business acumen to his role. Prior to joining the EAA staff, he was divisional vice president and vice president of worldwide marketing of Sony Creative Software, a technology arm of Sony Electronics. In those positions, he enhanced business development through launches of award-winning products and services, and led partner initiatives with other industry leaders, including Sony's first corporate program with Goulian Aerosports. His other career experience includes extensive work and knowledge with commercial relations, branding, sales, and customer service.

Dave earned a bachelor's degree in business administration and marketing from the University of Arizona, and a Master of Business Administration from Cardinal Stritch

University. He is a longtime EAA member, holds a private pilot certificate with an instrument rating and has also started his commercial pilot training. In addition, Dave has been very active with his hometown airport association in Waunakee, Wisconsin, just north of Madison.

Jonathan Hartman currently serves as an Advanced Concepts Engineer for Sikorsky Innovations, located in Stratford, Connecticut. His focus is on maturation of future vehicle concepts and related technologies, with emphasis on next generation energy storage and use, dedicated unmanned systems, and autonomy-enabling technology. Since joining Sikorsky in 2009, his responsibilities have grown to include a wide range of roles, notably technical project management, small business acquisition, strategic planning, academic partnerships and talent acquisition. Currently, Jonathan's primary role is Team Lead for Project Firefly, an all-electric technology demonstration helicopter. Jonathan received his Bachelor of Science in Mechanical Engineering from Yale in 2009.

Meridith Jaeger is a co-founder of AeroInnovate and served as its founding director for six years. She is currently the Executive Director for the Wisconsin Family Business Forum and holds more than twenty years professional experience in communication, marketing, business development, and project/event management. Meridith has also served as the Executive Director of the Council for Innovation and on the Fund Organizing Team for the Angels on the Water investment fund. She continues to provide resources to entrepreneurs and small businesses in her current role and is committed to building mutually beneficial partnerships and assisting organizations to meet their success. Meridith earned her Bachelor of Arts degree (cum laude) in Corporate/Organizational Communication from Northern Illinois University and a Master of Science Degree in Educational Leadership from the University of Wisconsin Oshkosh.

Gretchen Jahn is President of Knotridge Corporation, an aviation consultancy. Gretchen brings over 30 years of entrepreneurial experience in manufacturing, IT and aviation leadership, both domestic and international.

As owner and Director of Knotridge, Gretchen provides strategic consulting services to businesses in aviation and manufacturing industries. She recently completed

an assignment as COO of REMOS Aircraft, a manufacturer of high quality Light Sport Aircraft with locations in Germany and the U.S. She and the team focused on reducing costs and aircraft inventory while improving customer service and sales. Prior to Knotridge, Gretchen was the General Manager of Alpha Aviation Ltd of New Zealand, a manufacturer of two seat aerobatic trainer aircraft. She was a founding board member of the Aviation Industry Cluster, fostering increased aviation capacity and capability within New Zealand.

Formerly, Gretchen was CEO of Mooney Airplane Company, where she doubled the production rate, brought two new models to market and solidified the bond that Mooney owners had with the factory. Gretchen was co-founder of Aegis Analytical Corporation, a software company that provides systems to pharmaceutical and biotech companies to boost their manufacturing efficiencies. As an entrepreneur Gretchen was a partner in two additional startup software companies. During her career she also held executive positions at small and large companies within multiple industry sectors.

Gretchen received her BA with honors from Lawrence University and her MA from the University of Colorado. She also obtained her Certificate in Integrated Resource Management (CIRM) from the American Production and Inventory Control Society (APICS).

As an avid pilot and airplane owner for more than 25 years, Gretchen holds a US commercial pilot's license with instrument and seaplane ratings and a New Zealand private pilot's license. She is a member of the 99s, the Colorado Pilots Association, and Women in Aviation International. She is on the Board of AeroInnovate (EAA), LAMA and the Air Race Classic, Inc., and competes in cross-country handicapped speed racing.

Matt Johnson established AeroVar to fund aerospace research and make equity investments in the startups in the aerospace and defense sector. The company has formal collaborative R&D agreements with the US Air Force (structures and materials) and NASA (computational technologies), and has provided seed capital to aerospace-related technology startups.

Matt previously spent 19 years working in private equity and banking, and was the managing director of Apollo Management's German office and a founding partner of the €1.3 billion Apollo European Principal Finance Fund. Matt was an active duty US Air

Force officer from 1984-89, and worked on tactical communications systems in Air Force Systems Command and the US Air Forces in Europe.

Matt received his BS from the US Air Force Academy (1984) and his MBA from the Wharton School of the University of Pennsylvania (1991). Matt is an avid long-distance swimmer, and completed a solo crossing of the English Channel, the 26-kilometer Lake Zurich Marathon Swim, and the 28-mile Manhattan Island Marathon Swim.

Bill Joos is the principal of “Go To Market Consulting” based in Palo Alto, California, in the heart of Silicon Valley. He works with early-to-mid stage companies, venture capital firms and their portfolio clients to help entrepreneurs accelerate their success.

Bill spent seven years as the VP of Entrepreneur Development at Garage Technology Ventures, an early-stage venture capital firm that he co-founded along with Guy Kawasaki. While at Garage, he earned a reputation for his expertise in providing portfolio clients with effective, hands-on, action-oriented strategic and tactical mentoring and coaching.

In 2004, Bill founded his own practice and extended his services to global clients. He has worked with literally hundreds of early-to-mid stage high-technology startups worldwide and successfully helped them polish and clarify their messages and refine their fund-raising and customer presentations. Beyond being a leading “pitch doctor,” his services also include revenue and pricing strategies, business alliances, business development and marketing. Over 20,000 entrepreneurs worldwide have attended conferences or workshops where Bill has been a featured keynote speaker on entrepreneurial topics. He has also held sales and marketing positions with a variety of companies, including IBM, and served as VP of Sales at the software division of Apple Computer.

James M. McCoy is a multi-career entrepreneur, venture investor and business development executive based in Silicon Valley. Over four decades, Jim has founded and grown multiple billion-dollar international companies and contributed in a broad range of industries and technologies. His work spans computer, consumer electronics, aviation and biotech instrumentation industries.

Jim has been a seed, founding or early stage investor and/or board director with over 20 successful companies. Most recently, he was Chairman of Pliant Technology, recently acquired by SanDisk (SNDK-NASDAQ.) Jim was founding CEO of Maxtor (purchased by Seagate, STX-NASDAQ,) and a co-founder of Quantum (QTM-NYSE.) He graduated from San Jose State University, California, with a B.S. degree in industrial engineering and management and has been issued five patents. Jim's longest professional interest, deepest roots, first employment and current primary business focus is in aviation. He has been an active private pilot for over 30 years.

Kurt Waldhuetter, BA, MS has 20 years professional experience to share, the last 12 pertaining to start-ups and technology commercialization including strategic director, team building, IP portfolio strategy, product development, marketing and business development. He is a co-founder of AeroInnovate and is the Vice President, Business Services for the Aurora Research Institute.

F. Strategic Partners

AeroInnovate has developed several beneficial partnerships with various organizations, including:

- EAA (Experimental Aircraft Association)- Through a memorandum of understanding, EAA helps AeroInnovate to enhance its mentorship pool, market the accelerator within its worldwide membership and provides the companies going through the program booth space in the Innovations Pavilion during AirVenture.
- Space Angels Network - The Space Angels Network is an angel fund specifically focused on investing in aerospace ventures. They are an active part of AeroInnovate as mentors and potential investors.
- Michael Best & Friedrich - Michael Best & Friedrich provides legal support to the AeroInnovate program, mentoring to the participants, as well as assistance with additional programming throughout the year.
- Starburst - Through a memorandum of understanding, Starburst (a second stage aviation/aerospace accelerator) provides access to their network, idea

sharing amongst our two programs and is a potential “next step” for our accelerator participants.

- Cockpit Innovation Hub - Cockpit Innovation Hub is an aviation accelerator that is run by El Al Airlines in Jerusalem, Israel. We work together as partners for networking/resources and to assist in continued success of companies following graduation from the AeroInnovate accelerator program.
- Astronautics - Astronautics is an avionics technology company based in Milwaukee, Wisconsin and is interested in becoming a sponsorship partner, but in the meantime is contributing mentors and resources for our accelerator participants.
- GO-EDC Aviation Development Committee – The GO-EDC Aviation Committee is the lead organization advancing the development of an aerospace focused business cluster in Oshkosh and the surrounding region. GO-EDC recognizes the importance of innovation and entrepreneurship to develop the cluster and has created an Entrepreneurship and Innovation Subcommittee, which AeroInnovate Director Audra Hoy, chairs.
- Wisconsin Aerospace Partners - AeroInnovate was involved in laying the groundwork for the development of Wisconsin Aerospace Partners, an initiative to create an industry-led consortium of aerospace companies to advance the industry in Wisconsin. It is anticipated that in the next 6 months that Wisconsin Aerospace Partners will have been created and developing programming. WAP is a logical partner for AeroInnovate.
- Wisconsin Economic Development Corporation (WEDC) - AeroInnovate works with WEDC which has resources it can provide to support companies looking to expand or locate in Wisconsin.

Funding support has also been provided by the Office of Economic Adjustment, Department of Defense through a grant written and administered by the East Central Wisconsin Planning Commission (ORDIDI Grant).

Funding support has also been provided by Wittman Regional Airport and Winnebago County.

G. Program Operations

The management team consists of Audra Hoy (director), Shelby Smykal (program coordinator), and Doug Jarmusz (Business Success Center director). Biographies for Audra, Shelby, and Doug are enclosed in **Appendix B**. Audra Hoy, director, is responsible for the daily operations of the accelerator, serves as the primary contact for the participants, ensures participants are meeting milestones and connects participants with necessary resources. In addition, national and regional aviation mentors and entrepreneurs will be sought out as mentors to participants.

1. Accelerator Programming

We follow gener8tor's model of accelerator programming which is modeled after TechStars and the *Lean Startup* by Eric Ries. This model encourages entrepreneurs to develop the minimum viable product to determine customer acceptance and marketability. We do this through customer validation, product development, executive summary development, investor pitch preparation, and mentor engagement.

The first stage of the program is to present the idea to as many individuals as possible to refine it. During the month the product/service will be modified to meet customer needs based on feedback. Stage 2 focuses on selling to customers directly. Through this process, product and customer segments will change reflecting what the entrepreneurs learn through the selling process. The final stage has two major activities: 1) continue selling product/service while refining along the way, and 2) pitching to potential investors.

AeroInnovate utilizes a combination of current AeroInnovate advisory board members, AeroInnovate partners, and industry leaders for its initial mentor team. We are also in the process of recruiting local business leaders to provide mentoring support while the AeroInnovate class participants are in Oshkosh for the program's kick off weekend and Pitch Camp prior to AirVenture.

The AeroInnovate class will pitch at the AeroInnovate Pitch & Mingle and an additional accredited-investor focused event just prior to, or just following, the Pitch &

Mingle graduation event. The location and time will change each year depending on space availability and class progress. We will be utilizing our AeroInnovate partners and supporters to host this accredited-investor focused event.

One unique aspect of this program is its ownership/operation by the University of Wisconsin Oshkosh. Participants will have the unique opportunity to interact with and have support from UW Oshkosh faculty and students. The space itself will provide shared reception services, office equipment, common area and the like. Perhaps the most significant aspect of this program is the network of industry leaders and investors AeroInnovate already has in place to provide support to aerospace related startups. In addition, utilizing the local asset of EAA, its chapter network and the AirVenture platform is significant in the industry.

We will also provide low-cost housing on campus for accelerator participants from outside the area participating in the program, including the week of AirVenture.

The program will also make investments in each of the participant companies. Disbursements to accelerator participants will be made over the 8-week program in two installments: One at the beginning of the program and the other upon completion of program, as long as all program guidelines have been adhered to.

a. Recruitment

AeroInnovate uses several different recruitment methods:

- E-newsletters
 - Multiple e-newsletters were sent out to the AeroInnovate contact database.
- Direct emails
 - F6S and AngelList, two online accelerator application platforms, were used to find email addresses of entrepreneurs in aviation and aerospace. These two platforms list thousands of startups, which can be filtered through by keywords. For 2016, AeroInnovate will utilize F6S and AngelList again but also add the Gust, and StartupBlink platforms, and expand the keywords used in searching.
- Informational handouts

- Handouts were given out at national aviation trade shows, local entrepreneur group meetings and at other meetings and conferences attended by those working with entrepreneurs in the aviation/aerospace community.
- Social media posts
 - AerolInnovate posted weekly to its own Facebook, Twitter, and LinkedIn as well as posts to other targeted aviation/aerospace companies.
- Forums
 - Informational posts on the accelerator were posted to multiple national aviation/aerospace forums.
- Press releases
 - Press releases were sent out locally, nationally, and globally. Some were from industry related entities and some were from non-industry related entities.

Going forward, the AerolInnovate program will continue to add to its robust list of contacts and prospect companies. A list of the 2015 recruitment plan and results can be found in **Appendix C**.

b. Application and Selection

Applicants are required to complete the online application, (<http://www.f6s.com/aeroinnovateaccelerator2015>) which includes providing a short video outlining their business. These applications are initially screened by program management. Those that make it through the screening process are invited for a personal interview (Skype/Facetime/Conference Call) with the selection committee. The selection committee is comprised of AerolInnovate staff, advisory board members and program mentors/supporters. A copy of the application and detailed selection criteria sheet are attached in **Appendix D**.

Companies are selected based on the same criteria the program uses to invest: (a) seed or early stage “high impact” businesses., i.e., businesses that (i) ultimately compete nationally and even internationally for customers, technology, capital and talent, and (ii) have the potential to experience significant growth through innovative or

disruptive technologies/products; and (b) with a team demonstrating attributes to successfully launch a company, even if the team is initially incomplete. Each accelerator participant will receive the same amount of funding.

For the initial 2015 class stock warrants were drafted for investment purposes. Form of the Stock Warrant is attached in **Appendix E**.

c. Delivery – 2015 Pilot Program

The 2015 AeroInnovate program was eight weeks in length. Prior to beginning the program, the participants were provided with Program Guidelines, (attached in **Appendix F**), that were signed and adhered to throughout the program. These guidelines gave AeroInnovate the ability to hold the participants to standards that were expected of the class.

AeroInnovate hired gener8tor, an accelerator program operating in southern Wisconsin – recently ranked 14th among the nation's top 200 accelerator programs, for assistance with AeroInnovate program development and delivery.

The AeroInnovate staff and gener8tor met with the participants two days a week, for one hour each day. The program covered specific topics, but also left time open to assist the businesses with their specific needs. It was an important objective of AeroInnovate to provide programming customized to the needs of the participant. The program schedule is attached in **Appendix G**.

The program also included a Pitch Camp event the weekend prior to EAA AirVenture. This event prepared the participants to work on their pitches prior to the Pitch and Mingle on Tuesday of AirVenture. The Pitch Camp allowed the participants to perfect their pitch by presenting it over many different sessions with different audiences. The Camp was held in the same space as the Pitch & Mingle event, providing an opportunity to practice with the technology they would be using and in the same setting. Pitch Camp schedule also included in **Appendix G**.

The graduation event, the AeroInnovate Pitch & Mingle, took place on the Tuesday of AirVenture. This event is attended by aviation and aerospace industry entities from around the world and is the world's largest gathering of aviation and aerospace investors.

Through AeroInnovate's partnership with EAA, the program was able to provide exhibit booth space for the five accelerator participants for the full week of AirVenture. This helped the companies gain exposure to industry, networking contacts, media, potential customers, and potential investors outside of the graduation event.

As part of the University of Wisconsin Oshkosh Business Success Center, the AeroInnovate accelerator participants also have access to the Survey Success Center in the Business Success Center. The Survey Success Center allows AeroInnovate to provide research, market, and customer validation to the participants.

d. Assessment

The program surveyed participants twice during the accelerator program – one midway through the program and one following the conclusion of the program. By conducting a survey mid-program, this allowed staff to address any issues early on. At the midway point, 100% of the class was either satisfied or very satisfied with the overall program and 100% rated the quality of assistance on the executive summary and pitch deck as good or excellent. One company said that the most valuable part of the program was the tremendous stage AirVenture provided in which to present their business, and were also satisfied with the contacts they made and the overall strategy of the program.

The post program survey had similar results. Again, 100% of the class was satisfied or very satisfied with the overall program. When asked how the program has positively affected their business, one company answered, "The program helped us internally so much. Being such a young company with so many possible directions, it allowed us to find direction and specific clarity on what we wanted to do first. Now we can focus on one target market and growing there rather than debating what we want to do as a company."

For 2016, AeroInnovate plans to continue the mid-program and post-program surveys. AeroInnovate will continue to review the surveys and program for effectiveness. Surveys and responses for the 2015 pilot class are attached in **Attachment H**.

2. Webinars

To stay out in front of AeroInnovate's potential applicants, sponsors, investors, and to provide continuous value throughout the year, AeroInnovate will be hosting webinars throughout the year on various innovation, aerospace/aviation and entrepreneurship topics.

3. Regional Events

AeroInnovate will be hosting regional events throughout the year, both as part of the accelerator program and outside of the accelerator program, to gain exposure to larger investor and aviation/aerospace audiences. These events will happen locally to promote the Oshkosh region, as well as in highly popular investor and/or aviation markets.

H. Operating Revenues and Expenses

A five year budget is attached as **Attachment I**.

I. Financial Sustainability Plan

The program will initially rely on the ORDIDI grant funding and funding support from UW Oshkosh and others for financial sustainability. The program will continue to develop outside sources of revenue including sponsorships and investment returns from participant companies. It is anticipated the program will be self-sustaining by 2018.

AeroInnovate anticipates it will make equity investments in each of the program participants. It is possible given the right circumstance that we would consider some kind of revenue participation model for certain types of products or companies. Any returns will be recycled back into the program to support ongoing operations. The intent is to build a fully sustainable and impactful program.

Sustainability plan over the next five years:

2015

Funds came from:

- ORDIDI Grant
- Winnebago County (Pitch Camp, Pitch & Mingle)

- UW Oshkosh

2016

Potential Funding:

- ORDIDI Grant
- Winnebago County
- WEDC (Seed financing to make equity investments)
- UW Oshkosh
- Sponsorships (Goal: \$50,000)

2017

Potential Funding:

- ORDIDI Grant
- Winnebago County
- UW Oshkosh
- WEDC (Seed financing to make equity investments)
- Sponsorships (Goal: \$150,000)

2018

Potential Funding:

- Reserves
- UW Oshkosh
- WEDC (Seed financing)
- Sponsorships (Goal: \$200,000)

2019

Potential Funding:

- Reserves
- Sponsorships (Goal: \$250,000)

2020

Potential Funding:

- Reserves
- Revenue/Equity Income from 2016/2017/2018/2019 (Est: \$30,000)
- Sponsorships (Goal: \$400,000)

J. Key Stakeholders and Communications Plan

Stakeholders for AeroInnovate include the University of Wisconsin Oshkosh, the Department of Defense (DOD)/ORDIDI Grant, the East Central Wisconsin Planning Commission (ECWPC), the AeroInnovate advisory board and Winnebago County.

- AeroInnovate reports to the University of Wisconsin Oshkosh on an ongoing basis as it is the sponsoring organization of the AeroInnovate program.
- AeroInnovate reports to the DOD and ECWPC on a quarterly basis. More often if necessary.
- AeroInnovate meets with the AeroInnovate advisory board on a quarterly basis, which includes a report and update and also utilizes their knowledge and input on an ongoing basis.
- AeroInnovate reports to Winnebago County annually and touches base informally throughout the year.

K. Metrics

AeroInnovate measures its success using a mix of quantifiable and non-quantifiable metrics.

Quantifiable metrics include:

1. The number of accelerator graduates who have received follow on funding.
2. The number of accelerator graduate companies still in business at 1, 3, and 5 year intervals.
3. The number of full time employees at graduate companies at 1, 3, and 5 year intervals.
4. The AeroInnovate program shows consistent and measurable fiscal health based on annual goals and benchmarks set by its staff and governing body.

Some non-quantifiable success metrics:

1. AeroInnovate is having an impact on the aviation/aerospace industry through application of new ideas and technologies in the market.
2. Start-up companies in the accelerator program are accessing the programs, services, expertise and funding that they need, and are succeeding with AeroInnovate's help.
3. Businesses involved in the program locating or expanding in the local economy.
4. The accelerator program is recognized nationally and some graduating companies use Northeast Wisconsin as their national/international headquarters.
5. AeroInnovate is helping the university achieve its educational mission.
6. AeroInnovate is having an impact on the university's mission to drive economic development.

APPENDIX A – Competitive Landscape Research

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Empson, R. (2012, January 17). StartupPlays Offers An Affordable (Virtual) Alternative To Startup Accelerators. Retrieved from <http://techcrunch.com/2012/01/17/startupplays-offers-an-affordable-virtual-alternative-to-startup-accelerators/>

Espahbodi, V. (2014, December 17). Connecting Entrepreneurs and Aviation - Global Silicon Valley. Retrieved from <https://medium.com/@van.espahbodi/connecting-entrepreneurs-and-aviation-9bbf7fe2075e#.syllppa0b>

Market Research. (n.d.). Retrieved from <http://www.aviationresearch.com/ProductsServices/MarketResearch.aspx>

Theuma, A. (2015, June 8). Interview with Tak Lo, Director of Techstars. Retrieved from <http://saascribe.com/interview-with-tak-lo-director-of-techstars/>

APPENDIX B – Staff Biographies

Audra Hoy is a private pilot with more than ten years of marketing, business development, communication and events experience. Prior to joining AeroInnovate, she held the position of Chapter Relations Manager at Women in Aviation, International. Raised in a passionate aviation family, she has always been deeply involved in the aviation industry and strongly believes in continuing to move aviation forward. Audra graduated cum laude from the University of Wisconsin Milwaukee with a Bachelor of Arts in Journalism and Mass Communication with an emphasis in Public Relations/Advertising and a Bachelor of Arts in History.

She currently holds the position of president in the Oshkosh Chapter of Women in Aviation, International; spent three years as co-chair for EAA's Women Soar You Soar camp for teenage women interested in aviation careers; as well as other various volunteer roles in the Experimental Aircraft Association (EAA) and the International Aerobatic Club (IAC).

As the Director of AeroInnovate & Aerospace/Aviation Initiatives, Audra is responsible for leading our AeroInnovate program and developing and directing strategic and financial plans for all of our educational and economic development initiatives related to aviation.

Shelby Smykal joined the University of Wisconsin Oshkosh Business Success Center (BSC) in March 2014 and is responsible for coordinating, recruiting, and outreach for AeroInnovate, an aviation/aerospace accelerator, and InventureXcel, a general business accelerator. She also helps manage logistics for Growth Management Academy, a growth program for second stage companies. Shelby is also responsible for co-managing the marketing interns and the creation of marketing/promotional materials for the BSC.

Her professional experience includes entrepreneurship, entrepreneurial accelerator program development, marketing, social media and event planning.

Shelby graduated from the University of Wisconsin Oshkosh with a Bachelor of Business Administration in marketing and global business with an emphasis in

entrepreneurship and retail management. She is also a gymnastics coach at the Oshkosh Gymnastics Center and has been there since September 2014.

Doug Jarmusz is a business executive with more than 30 years of successful strategic and tactical performance in varied manufacturing and business operations. He has excellent leadership and management skills with the entrepreneurial drive and spirit needed to direct any aspect of business operations. Doug has demonstrated performance in Lean Enterprise, business and budget planning, sales and customer relations, leadership and team building, structured problem solving, quality and safety, Six Sigma, performance management, and coaching/training.

APPENDIX C - 2015 Recruitment Plan and Results

Tactic	Date	Done?	Date	Done?	Date	Done?
Email:	1/15/2015	X				
2015 Accelerator	1/15/2015	X				
AeroInnovate	1/15/2015	X				
AeroInnovate Investors	1/15/2015	X				
WI Aerospace	1/15/2015	X				
Fond du Lac County Economic Development Corporation	1/21/2015	X				
Digital Fertilizer	1/21/2015	X				
Techstars	1/21/2015	X				
Stanford Unmanned Aerial Vehicle Enthusiasts Engineers and Entrepreneurs	1/21/2015	X				
david@growthwheel.com	2/9/2015	X				
Steve Weaver (steve@creativebrandworks.com)	1/27/2015	X				
Chad Weaver (sales@creativebrandwordks.com)	1/27/2015	X				
al0978@wayne.edu,	2/9/2015	X				
alex@commercializationacademy.org,	2/9/2015	X	(Wrong email)			
alex@inciscentlabs.com,	2/9/2015	X	Doesn't want anymore emails			
alisha.templeton@techstars.com,	2/9/2015	X				
brandon.marker@techstars.com,	2/9/2015	X				
dbates@innovation.pitt.edu,	2/9/2015	X				
dcobb@chrysalisventures.com,	2/9/2015	X				
elizabeth@theimpactengine.com,	2/9/2015	X				
horace@plumtreegroup.net,	2/9/2015	X				
jebiii@otc.utexas.edu,	2/9/2015	X				
jeremy@erany.com,	2/9/2015	X				
john@lightbank.com,	2/9/2015	X				
juporter@umn.edu,	2/9/2015	X				
katie@launchhouse.com,	2/9/2015	X				
katyritter@boisestate.edu,	2/9/2015	X				
kgoldner@elevateventures.com,	2/9/2015	X				
koenig.326@osu.edu,	2/9/2015	X				
lianna@eforall.org,	2/9/2015	X				
lisa@healthbox.com,	2/9/2015	X				
marialalonde@bizdom.com,	2/9/2015	X				
mikeps@umich.edu,	2/9/2015	X				
mpetrutiu@mofaglobal.com,	2/9/2015	X				
pascale@healthbox.com,	2/9/2015	X				
phil@hydeparkvp.com,	2/9/2015	X				
rstraate@umn.edu,	2/9/2015	X				
scott.bernstein@capitalinnovators.co	2/9/2015	X				
seth.winterroth@ge.com,	2/9/2015	X				
taylor.zorman@flashstarts.com,	2/9/2015	X				
tkim@pritzkergroup.com,	2/9/2015	X				
zack@jumpstartfoundry.com,	2/9/2015	X				
Brode Albrecht/Kenton Craddock (referred to us by Melissa)						
albreb46@uwosh.edu,	2/11/2015	X				
craddk15@uwosh.edu						
Emily.Weiland@nasa.gov	3/24/2015	X				
Social Media:						

Twitter	1/15/2015	X				
Facebook	1/15/2015	X				
AeroInnovate LinkedIn	1/15/2015	X	2/24/2015	X	4/1/2015	X
Wisconsin Aerospace Partners LinkedIn	1/21/2015	X	2/24/2015	X		
Emergent Labs Twitter	1/21/2015	X				
Aerospace to Enterprise LinkedIn	1/27/2015	X				
GAN	2/5/2015	X				
Aviation Week Twitter	2/5/2015	X				
Aviation Week LinkedIn	4/1/2015	X				
Press Release:						
WBIA Newsletter	1/15/2015	X				
AVWeb	1/21/2015	X				
UW Oshkosh Today	1/21/2015					
Northwestern Community Newsroom	1/21/2015					
New North	1/21/2015					
Ignite						
GAN	1/27/2015	X				
Industry Brief-Defense Alliance	1/28/2015					
Website:						
AeroInnovate blog	1/15/2015	X				
IDEAS:						
Venture Center						
ESeed						
Startup weekend	2/5/2015	X				
EAA	2/6/2015	X				
Space Angels						
Wisconsin Technology Council	2/6/2015	X				
Wisconsin Business Incubation Association						
National Business Incubation Association						
EAA forums	2/6/2015	X				
City Data forum(aviation & general US)	2/6/2015	X				
Aviation Industry Publications (IMC sends out)	2/8/2015					
Events:						
MRO-Miami						
Mentors:						

Jason Gegere	<i>Owner / Lead Developer</i>	707 583 1842	HTMLgraphic	www.htmlgraphic.com		
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			*If email is a general email, use their LinkedIn information to contact them									
Contacted?	Follow up email/phone call	Notes	Keyword	Company	Contact	Position	What is is	Email	Phone	Linkedin	Website	
2/11/2015			Defense & Military (F6S)	Detroit Aircraft Corp	Chris Polk	VP, Strategic Initiatives and Funding	Unmanned Aerial Systems for First Response, Military and Commercial Apps	chris@forte-direct.com	1-855-463-2461	https://www.linkedin.com/pub/chris-polk/65/3a9/a307f7f6pub-pbmmap	http://detroitaircraft.com/	
2/11/2015				Vesta Aerospace	Sahil Kabra	Aerospace engineer focusing on propulsion, aerodynamics and drones	To provide consulting and develop drones for search and rescue operations.	http://www.sahilkabra.com/contact-me.html	(760) 563-8431	https://www.linkedin.com/profile/view?id=55288473&trk=nav_responsive_tab_profile	http://vesta-aero.com/	
2/11/2015				SkylMD	Mark Zaller	COO	Leading the future of aerial imaging for manned and unmanned aircraft	mszaller@TriGeoCorp.com	1-408-623-4303	https://www.linkedin.com/in/markzaller	http://www.skyimd.com/	
2/11/2015	3/18/2015			Trimaker	Alexis Caporale	Founder, entrepreneur	High-tech industry-oriented and end-customer 3D-printing	info@trimaker.com			https://www.linkedin.com/in/alexiscaporale	http://www.trimaker.com/
2/11/2015				Goldemar Solutions, S.L.	Cesar Del Valle	Director of Strategy and Business Development	commercializes catalysts for air purification applications	info@goldemar.com	202 810 9150		https://www.linkedin.com/profile/view?id=24451643&trk=nav_responsive_tab_profile	http://www.goldemar.com/
2/11/2015				PLD Space	Raul Torres Berenguer	Biologist and aerospace engineer, CEO	Space start-up working to provide commercial & scientific access to #SPACE	contact@pldspace.com	(0034) 965-063-139		https://www.linkedin.com/profile/view?id=179136128&authType=NAME_SEARCH&authToken=xVI&locale=en_US&trk=tyah&trkinfo=tarId%3A1422375359050%2Ctas%3Aa%3C%BAI%201orres%20Berenguer%2Cid%3A1-1-1	http://www.pldspace.com/
2/11/2015				Uncanny Vision	Ranjith Parakkal	CEO/Founder	Driverless cars, Autonomous Drones, Robots ? We help make all that happen	hr@uncannyvision.com			https://www.linkedin.com/pub/ranjith-parakkal/5/382/5b4	http://www.uncannyvision.com/about-u
				AltaTech	A. Mert ALTA	Mechanical Engineer, founder	You imagine, we make it real			0242-227 91 91	https://www.linkedin.com/in/mertalta	http://www.altamuhendislik.com/
2/11/2015				Adamant Composites Ltd	Thanos Baltopoulos	Engineer	Technology SME focusing on nanotechnology to enhance composites in aerospace	info@adamant-composites.gr	30 2610 931 730		https://www.linkedin.com/in/thanosbaltopoulos	http://www.adamant-composites.gr/ab
2/11/2015				Piloteering	Jan Evers	Founder	Pilots and engineers for unmanned aerial vehicles	http://piloteering.com/kontakt/	49 151/1577 2398			http://piloteering.com/
2/11/2015			Unicomm Digital	Olivier Gaude	Co-founder	Media tools for defense and aerospace	http://unicommdigital.com/			https://www.linkedin.com/in/oliviergaude	http://unicommdigital.com/	
2/11/2015			Talawah Technologies, Inc.	Brian Fisher	Engineer	Design and manufacture passive, wireless sensors and communication systems	brianfisher2@gmail.com	407-205-2898		https://www.linkedin.com/pub/brian-fisher-phd/1b/ab/9/84b	http://www.talawahtechologies.com/	
2/11/2015			REBEL Space	Frank De Brouwer	Aerospace engineer	Aerospace Engineering Firm active in Rockets and Special Products	sales@rebelspace.eu	31 (0)228 312052		https://www.linkedin.com/pub/frank-de-brouwer/7/14/16b/436	http://www.rebelspace.eu/	
2/11/2015			CB Aerospace	Michael Creagh	PhD in aerospace, engineer	produces high-tech aerospace navigation solutions.			61 (7) 3890 1049	https://www.linkedin.com/profile/view?id=38282310&authType=NAME_SEARCH&authToken=YG7n&locale=en_US&trk=tyah&trkinfo=tarId%3A1422379367653%2Ctas%3Amichael%20Creagh%2Cid%3A1-2-2	http://www.cbaerospace.com.au/	
2/11/2015			Test And Measurement Automation Experts	Sammuel Yisrael	Aerospace safety, control and automation systems expert	virtual design assistant			0208 7980491	https://www.linkedin.com/in/sammuelyisrael	http://www.testandmeasurementautom	
				Politekno	Aydin Coskuner	Electrical engineer	start-up company that develops wireless sensor hardwares and its tracking software for creating a connected world.			https://www.linkedin.com/in/aydincoskuner	http://www.politekno.com/	
2/11/2015			3D Printing (F6S)	3Due	Marco Cotugno	Logistic engineering	the easiest way to access 3D printing services just using Internet	info@3due.com	8923819	https://www.linkedin.com/pub/marco-cotugno/30/66/202	http://www.3due.com/statiche/contact_	
2/11/2015			AngelList (Aerospace)	Airware	Jonathan Downey	Founder/CEO	building the aerial information platform for the rapid development and safe operation of commercial drones, providing hardware, software and cloud services		(877) 714-4828	https://www.linkedin.com/profile/view?id=8711570&authType=NAME_SEARCH&authToken=Vgk8&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1422474584000%2Ctas%3AJonathanDowney	http://www.airware.com/	
2/11/2015				Skycatch	Christian Sanz	Founder/CEO	a platform for capturing data at scale using small autonomous aerial and ground robots	chris@skycatch.com		https://www.linkedin.com/profile/view?id=1463092&authType=NAME_SEARCH&authToken=3QC&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1422474848816%2Ctas%3Achristian&sanz	http://www.skycatch.com/index.html	
2/11/2015				DroneDeploy	Jono Millin	Founder	Ex-Google & 2 PhDs building a command platform for drones (AngelPad S'13)	Jono.Millin@ed.ac.uk/ support@dronedeploy	1 (507) 593-7663	https://www.linkedin.com/profile/view?id=26257802&authType=NAME_SEARCH&authToken=UrKP&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1422475076581%2Ctas%3AJono&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1422475076581%2Ctas%3AJono&mi	https://www.dronedeploy.com/	
2/11/2015				VIRES Aeronautics	Jordan Greene	President	uniquely positioned to transform the aeronautics industry with its revolutionary wing design	careers@viresengineering.com		https://www.linkedin.com/profile/view?id=107827434&authType=OUT_OF_NETWORK&authToken=EbXT&locale=en_US&srchid=2103940221422633129182&srchindex=2&srchtotat=6&trk=vsrp_people_res_name&trkinfo=VSRP&srchid%3A2103940221422633129182%2CVSRP&targetid%3A107827434%2CVSRP&cmpt%3Aprimary	http://www.viresaero.com/	
2/11/2015				Spire Global	Jeroen Cappaert	Founder	satellite-powered data company that tackles the world's most unpredictable business challenges with truly global data solutions	info@spire.com	415-356-3400	https://www.linkedin.com/profile/view?id=127776009&authType=NAME_SEARCH&authToken=0aSC&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1422633358327%2Ctas%3AJeroenCappaert	http://spire.com/	
2/11/2015				NanoRacks	Jeffrey Manber	Founder/CEO	provide disruptive use of the outer space environment for researchers, educational users and government agencies via our own open-source facilities on ISS and other platforms such as Virgin Galactic		18154 258553	https://www.linkedin.com/profile/view?id=10920200&authType=NAME_SEARCH&authToken=3S5N&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1422634633311%2Ctas%3Ajeffrey&manber	http://nanoracks.com/	
2/11/2015				TerrAvion	Robert Morris	Founder/CEO	delivers a service, using drone technology on manned aircraft, which allows growers of specialty crops, like grapes to increase yields	info@terravion.com	(925) 399-8796	https://www.linkedin.com/in/robertaldenmorris	http://www.terravion.com/	
				Vayu	Daniel Pepper	Founder/CEO	builds affordable unmanned aerial vehicles (UAVs) for healthcare supply chain management and post-disaster aid delivery.			https://www.linkedin.com/profile/view?id=190593993&authType=OUT_OF_NETWORK&authToken=NfXm&trk=extra_biz_connect_hb_upphoto	http://www.vayu.us/	

2/11/2015	Spoke with Doug-Wanted to know how to get into F6S via email but then got in through linkedin	Axelo	Tom Prescott	Owner	Patented 3D Motion Sensing Technology. Axelo's vision is to enable the widest spectrum of applications with motion sensing and movement detection capability, and to be a leading company in developing and improving these technologies for worldwide market acceptance	investor@axeloinc.com	512.376.8496	https://www.linkedin.com/profile/view?id=929574108&authType=NAME_SEARCH&authToken=KQIM&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1423500826298%2Ctas%3Atom+prescott	http://www.analogix.us/AxeloSports
2/11/0115		Bagaveev Corporation	Nadir Bagaveyev	Founder	3D-printed rocket engines and a dedicated reusable nanosatellite launcher	nadir@scientist.com	206-356-5144	https://www.linkedin.com/profile/view?id=47081680&authType=NAME_SEARCH&authToken=073J&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1423500975956%2Ctas%3ANad+Bagaveyev	http://bagaveev.com/
2/11/2015		Garuda Robotics	Pulkait Jaiswal	Co-Founder	building a complete enterprise-grade solution for anyone who can make use of aerial robots to get things done faster and cheaper. Our solution consists of both hardware and software that dramatically simplify drone fleet operation and are tailor made for the specific needs of the clients.	hello@garuda.io		https://www.linkedin.com/profile/view?id=206588018&authType=OUT_OF_NETWORK&authToken=hpz&locale=en_US&srchid=2103940221423501145759&srchindex=5&srchtotal=5&trk=vsrp_people_res_name&trkinfo=VSRPsearchId%3A2103940221423501145759%2CVSRPtargetId%3A206588018%2CVSRPcmp%3Aprimary	http://www.garuda.io/
2/11/2015		Flirtey	Tom Bass	COO & Co-Founder	set to revolutionize e-commerce industries that rely on last mile delivery. Drones enable a switch from hub-and-spoke to point-to-point delivery, enabling instant gratification			https://www.linkedin.com/profile/view?id=101486626&authType=NAME_SEARCH&authToken=cf7Z&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1423501360506%2Ctas%3Atom+bass	http://flirtey.com/
		Passnfly	Louis Tag	Founder/CEO	a mobile App that does your check-in in seconds and stores all your boarding passes in one place. It automatically detects flights and automates your check-ins across 200 major airlines worldwide		(+34) 933 094 869	https://www.linkedin.com/profile/view?id=27958551&authType=NAME_SEARCH&authToken=FxX&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1423501540429%2Ctas%3Aloui+tag	http://passnfly.com/
2/11/2015		HoneyComb	Ryan Jenson	Founder/CEO	manufactures agricultural drones and provides cloud-based data processing solutions to farmers to lower their resource usage, increase yield, and better manage their crops.	info@honeycombcorp.com	503-563-6382	https://www.linkedin.com/profile/view?id=48627595&authType=NAME_SEARCH&authToken=bn6&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1423501673324%2Ctas%3Aryan+jen	http://www.honeycombcorp.com/
2/11/2015		Skymail	Lukas Wrede	Founder/CEO	a drone shipping service for retailers that delivers purchases to customer's front door. In 30 minutes or less			https://www.linkedin.com/profile/view?id=87541175&authType=NAME_SEARCH&authToken=du1R&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1423501856673%2Ctas%3Aluka+s+wr	http://www.skycart.net/
2/11/2015		PrecisionHawk	Christopher Dean	Founder/CEO	UAV, Remote Sensing and GIS Data Processing, provides the capability to gather actionable, extremely high-resolution remote sensing data through the most easy-to-use, low-cost and reliable unmanned aircraft available today. The unmanned aircraft system, a small robotic plane, can collect extremely high-resolution remote sensing data with a minimum of effort and will provide invaluable, real-time data for such applications as land surveying, agriculture, security, forestry, chemical, and field conditions.		317-672-0756	https://www.linkedin.com/profile/view?id=26618525&authType=NAME_SEARCH&authToken=GN8&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1423502102913%2Ctas%3Achr+stophier+dean	http://www.precisionhawk.com/
2/11/2015		MyleFly	Tai Moskovich	Founder	the first and only trading platform that lets FF cash out their accumulated miles in airlines loyalty accounts, creating the most cost effective flight tickets to individuals in a fully automated process.			https://www.linkedin.com/profile/view?id=293033&authType=NAME_SEARCH&authToken=Ucf&locale=en_US&srchid=2103940221423509114910&srchindex=1&srchtotal=2&trk=vsrp_people_res_name&trkinfo=VSRPsearchId%3A2103940221423509114910%2CVSRPtargetId%3A293033%2CVSRPcmp%3Aprimary	https://www.mylefly.com/
2/11/2015		Archon Dronistics	Francesca Lorenzoni	Co-Founder	Archon software is a multi-drone mission planner used for to design the automatic flights of the drones between recharging stations in a fixed geographical area. It also aggregates the acquired images/video to produce the data that the customer wants.	info@archondronistics.com	1 650 861-7046	https://www.linkedin.com/in/francescalorenzoni	http://www.archondronistics.com/
2/11/2015	Contacted Doug about past participants	SimpleCharters	Charles Denault	Founder/CEO	a global marketplace that lets retail customers price shop and instantly book private jets without the headache of brokers, membership fees, or obscene markups.	partnerships@simplecharters.com		https://www.linkedin.com/profile/view?id=12829895&authType=OUT_OF_NETWORK&authToken=njR6&trk=extra_biz_connect_nb_upphoto	https://www.simplecharters.com/
2/11/2015		AirHelp	Henrik Zillmer	Founder/CEO	fight for your right to compensation when your flight is delayed, cancelled or overbooked. AirHelp does all the paperwork, follow up and legal actions	info@getairhelp.com	1 888 912 2479	https://www.linkedin.com/profile/view?id=1977541&authType=NAME_SEARCH&authToken=DjM5&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1423510557446%2Ctas%3ARhenrik+Zillmer	http://www.getairhelp.com/
2/11/2015		Matternet	Andreas Raptopoulos	Founder/CEO	building the 'Apple II' of the drone industry: the most easy to use, desirable and safest personal flying vehicle you have ever experienced	contact@matternet.us		https://www.linkedin.com/profile/view?id=7086592&authType=NAME_SEARCH&authToken=hVe1&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1423510732904%2Ctas%3AAndreas+Raptopoulos	http://matternet.us/
2/11/2015		Ceres Imaging	Ashwin Madgavkar	Founder/CEO	provide farmers spectral data to optimize water and nitrogen application. Specifically, we use UAVs/ aerial photography and spectral image processing to monitor crop variables	ashwin@ceresimaging.net		https://www.linkedin.com/profile/view?id=8475948&authType=NAME_SEARCH&authToken=gByV2&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1423510913191%2Ctas%3AAswin+Madgavkar	http://www.ceresimaging.net/
2/11/2015		Planet Labs	Robbie Schingler	President/Co-Founder	API and satellite imagery platform provide access to data with global coverage, high relevance (through a fresh and consistent, deep archive), autonomous operations, and ease of use.	hello@planet.com		https://www.linkedin.com/profile/view?id=3163483&authType=NAME_SEARCH&authToken=sfZ&locale=en_US&trk=tyah&trkinfo=idx%3A1-1-1%2CtarId%3A1423516769425%2Ctas%3ARobbie+Schingler	https://www.planet.com/
3/18/2015	Aerospace (F6S)	Microlaunchers	Stephen Barr/Charles Pooley	Founder & Executive director	Usual strategies for entrepreneurs developing space access is to compete in the market for launching 1000 pound class low earth satellites.	http://about.me/stephenbarr/ckpooley@micro	562-400-0685	https://www.linkedin.com/in/sbgmedia	http://www.microlaunchers.com/

3/18/2015			Air Spares Unlimited Inc.	Jim Boccrossa	President/CEO	ASU Inc. provides professional sourcing and sales solutions in the aerospace aftermarket. ASU Inc. is unique because we combine a strong background in the aftermarket aerospace industry with expertise from the B2B tech start-up world. This combination of expertise is being used to develop the next generation of technology to optimize the trading of commercial airline spares.	sales@airsparesunlimited.com	315-313-4AIR	https://www.linkedin.com/in/jimboc	http://www.airsparesunlimited.com/
3/18/2015			NanoAvionika, JSC	Laurynas Maciulis	CTO	aerospace company focused on delivering optimal nano-satellite system solutions, including: - NanoAvionics – integrated on board computing, ADCS, propulsion sub-systems, structural elements and components for nano-satellites - Custom satellite systems design, manufacturing and qualification testing - Nano-satellite mission design and analyses services less	info@n-avionics.com	370 663 53355	https://www.linkedin.com/profile/view?id=194977486&authType=NAME_SEARCH&authToken=QVt0&locale=en_US&trk=tyah&trkinfo=idx%3A1-2%2CtarId%3A1424101027688%2Ctas%3ALaurynas+Maciulis	http://n-avionics.com/
3/18/2015			Trimaker	Alexis Caporale	Founder	High-tech industry-oriented and end-customer 3D-printing	info@trimaker.com		https://www.linkedin.com/in/alexiscaporale	www.trimaker.com
3/18/2015			Skyfront	Anton Stepanov	Co-founder	Long-endurance drone technology	info@skyfront.com	(408) 827 5909	https://www.linkedin.com/in/antonstepanov1	http://www.skyfront.com/
3/18/2015			Planck Aerosystems	David Twining	Co-founder/COO	Planck Aerosystems is bringing high performance, autonomous UAS to new markets. A combination of advanced hardware and cutting edge image processing software	info@planckaero.com		https://www.linkedin.com/in/davidtwining	http://www.planckaero.com/
3/18/2015			Ideatech	Diego Mauricio Jimenez Suarez	CEO	designs and develops aerospace platforms to get data from space	contact@ideatech.com.co	(+57) (4) 516 7770	https://www.linkedin.com/profile/view?id=114114817&authType=NAME_SEARCH&authToken=HtW9T&locale=en_US&trk=tyah&trkinfo=idx%3A1-1%2CtarId%3A1424101967451%2Ctas%3ADiego+Mauricio+Jimenez+Suarez	http://www.ideatech.com.co/#home/c2
3/18/2015			Grypshon Industries	Tom Burden	Founder	develop aerospace safety equipment for military aircraft mechanics.	tom@grypshon.com	419-953-7607	https://www.linkedin.com/profile/view?id=284563978&trk=nav_responsive_tab_profile	http://www.grypshon.com/index.html
3/18/2015			MatterFab	Matthew Burris	Founder/CEO	3D Metal Printer Manufacturer	contact@matterfab.com		https://www.linkedin.com/profile/view?id=10674045&authType=OPENLINK&authToken=yadv&locale=en_US&srchid=2103940221424102625095&srchindex=2&srchtotal=5&trk=vsrp_people_res_name&trkinfo=VSRPsearchId%3A2103940221424102625095%2CVSRPtargetId%3A10674045%2CVSRPcmp%3Aprimary	http://matterfab.com/
3/18/2015			Enduralock, LLC	Harold Hess	Founder/CEO	Permanent, yet reversible, fastening solutions.	hhess@enduralock.co	913-214-9911	https://www.linkedin.com/profile/view?id=98902986&authType=NAME_SEARCH&authToken=Mrak&locale=en_US&trk=tyah&trkinfo=idx%3A1-1%2CtarId%3A1425861258636%2Ctas%3Aharold+hess	http://www.enduralock.com/
3/18/2015			Emelody Worldwide	Jon Thomas	Founder/Project Director	Technical Consulting, Marketing, and UAV Development		(678)-827-3216	https://www.linkedin.com/pub/jon-thomas/45/417/aa3	http://www.emelodyworldwide.com/
3/18/2015			Carbon Origins	Peter Dixon	CEO/CTO	Sensors/Communication (temperature, pressure, humidity, light intensity, gps, microphone)	peter@carbonorigins.com			http://www.carbonorigins.com/apollo
3/18/2015			Vinveli	Gokul Anandayuvraj	Director/Co-Founder	Drone Dial Drone Cloud 3D Transportation Grid Commercial Logistics	info@vinveli.org/https://www.facebook.com/phoenix.mi6		https://www.linkedin.com/in/gokul94	https://vinveli.org/
3/18/2015			UAV (F6S)	Reebetz	Ankita Ghoshal	Leader	Reebetz develops efficient solid-state thermoelectrophotovoltaic microengines for UAVs that achieve flight times and payloads unrivaled by batteries and fuel cells.	http://www.reebeez.com/contact-us.html	https://www.linkedin.com/profile/view?id=393099398&authType=NAME_SEARCH&authToken=aRVA&locale=en_US&srchid=2103940221426518326168&srchindex=1&srchtotal=4&trk=vsrp_people_res_name&trkinfo=VSRPsearchId%3A2103940221426518326168%2CVSRPtargetId%3A393099398%2CVSRPcmp%3Aprimary%2CVSRPrim%3A	http://www.reebeez.com/home.html
3/18/2015			Foxbat Dynamics	Khoa Vu		We develop the world's fastest backpack drones for first responders.	https://www.facebook.com/khoa.vu.165			https://sites.google.com/site/foxbatdyn
3/18/2015			Airogistic	Jeff Michalski	Leader	Small Scale Unmanned Aerial Vehicle Products, Testing and Services	info@airogistic.com		https://www.linkedin.com/pub/jeff-michalski/3/676/801	http://www.airogistic.com/
3/18/2015			BEe: The future of shipping	Lawrence Corban	Founder	BEe's mission is to significantly disrupt the global logistics industry, a \$4 trillion market-space, before 2020 and contribute to a future inspired by global-self empowerment through high-technology	lc@beeliev.com		https://www.linkedin.com/in/beeliev	http://www.beeliev.com/
3/18/2015			Qelzal	Olivier JMD Coenen	Co-founder/CEO	Qelzal develops the next generation of Obstacle Avoidance systems for small commercial drones. Our systems make drones autonomous and safer in near-earth flights.	oliviercoenen@gmail.com/info@qelzal.co	650.427.0360	https://www.linkedin.com/in/olivierjmdcoenen	http://www.qelzal.com/

3/18/2015				Inova Drone	Chad Amonn	Co-founder	Our Remotely Piloted Aerial Systems will disrupt the world of commercial unmanned aerial systems by enhancing the users' experience with advanced aircraft technology combined with intuitive powerful software. We are developing innovative & easy to operate RPAS for the global commercial market. Utilizing state of the art technology we have created a turn-key solution for multiple UAS applications.			https://www.linkedin.com/pub/chad-amonn/84/b31/655	http://www.inovadrone.com/
3/18/2015				Iron Drone	Ivan Lozano	Founder	#Telepresence #IoT applications with drones without human intervention 24/7	team@irondroneinc.com	(619) 906-8925	https://www.linkedin.com/in/ivanovichx	http://irondroneinc.com/
3/18/2015				fluttrbox	Aristo Mohit-Coker	Leader	On Demand Mapping Made Simple, Remote Sensing with Drones	*use website to send email		https://www.linkedin.com/pub/aristo-mohit-coker/48/293/87a	https://fluttrbox.com/
3/18/2015				DroneGesture	Amy Wyatt	VP of operations	We are a group of young entrepreneurs looking to make your Quadcopter control experience more intuitive and easy. Our goal is to make an application that allows the user to command their drone with easy to remember arm gestures. This hands-free approach allows for endless applications for users of all kinds including photographers, videographers, extreme sports enthusiasts, and many others.	*use website to send email		https://www.linkedin.com/profile/view?id=123596623&authType=OPENLINK&authToken=hqS6Aocale=en_US&srchid=2103940221428533852351&srchindex=1&srchtotals=1&trk=vsrcp_people_re_s_name&trkinfo=VSRPsearchid%3A2103940221428533852351%2CVSRPtargetid%3A123596623%2CVSRPcmpt%3APrimary%2CVSRPnm%3A	http://www.dronegesture.co/
3/18/2015				Agribotix	Tom McKinnon	Founder/CTO	Agribotix provides dataprocessing services to customers who collect agricultural data using drones. We are vertically integrated and have developed a low cost (almost a reference design) agricultural drone, a robust cloud processing platform, and a set of agricultural data products for our initial market: corn farmers in the US midwest.	http://agribotix.com/connect	(720) 295 3625	https://www.linkedin.com/in/tjmckinnon	http://agribotix.com/
3/18/2015			3D Printing (F6S)	Eezitec	Mitchel Dumlaio	CMO/Sales	Eezitec is an eCommerce platform for 3D Printers, Drones, & other leading edge technologies. Our focus is to provide a seamless user experience, plus digital content to educate our users and market our products and services.	Mitchel@eezitec.com		https://www.linkedin.com/in/mitcheldumlaio	http://eezitec.com/
3/18/2015				Scansite	Lisa Federici	Leader	Scansite Digitizes Reality & Creates Most Accurate 3D Content in Industry	info@scansite.com	415-488-9500	https://www.linkedin.com/profile/view?id=53199921&authType=NAME_SEARCH&authToken=spbi&locale=en_US&trk=tyah&trkinfo=idx%3A1-1%2Ctarid%3A1426536372180%2Ctas%3AAlisaFederici	http://www.scansite.com/
3/18/2015				Weld3D	Paul Gradl	Leader/Aerospace engineer	Weld3D is an affordable 3D metal printing process available to the masses. Model to Metal: Weld3D pioneered a 3D metal printing process that makes this technology accessible and affordable.	Weld3D@gmail.com		https://www.linkedin.com/pub/paul-gradl/3/b94/957	http://www.weld3d.com/
3/18/2015				Kinetigear (Boxzy)	Joel Johnson			Joel@BoXZY.com		https://www.linkedin.com/in/joeldavidjohnson	http://www.boxzy.com/
3/18/2015				Cycloid System	Lijo Jose			contact@cycloid.in	91 8088012040	https://www.linkedin.com/pub/lijo-jose/25/258/5a5	http://www.cycloid.in/
3/18/2015				Isencore	Dr. Zouya Zarei	Founder/Ceo	Introducing the first user-friendly and affordable cloud-based tools designed specifically for the growing market of customized manufacturing. Do all of your testing in one place, without sacrificing time and money on test models, and never pay a cent, until you are ready to see the results.	http://www.isencore.com/index.php/contact-us			http://www.isencore.com/index.php
4/17/2015			Unmanned Air Systems (AngelList)	Swift Navigation	Tim Harris	CEO	provides centimeter-accurate positioning for agriculture, drones, and construction, anywhere on Earth. Our products deliver 100 times better accuracy than the GPS in your cell phone - at a tenth of the price of the competition.	info@swiftnav.com		https://www.linkedin.com/profile/view?id=4101589&authType=OPENLINK&authToken=SRJ9&trk=extra_biz_connect_hb_upphoto	http://www.swiftnav.com/index.html
4/17/2015				SkyWard	Stephen McKeon	Founder/Director	Enabling Insurable, Legal, and Profitable Flights for Commercial Drone Operators	smckeon@uoregon.edu	(541) 346-8556	https://www.linkedin.com/profile/view?id=6857242&authType=NAME_SEARCH&authToken=WOVz&locale=en_US&trk=tyah&trkinfo=clickedVerify&cal%3Amyneetwork%2Cidx%3A1-1%2Ctarid%3A1428328412786%2Ctas%3AstephenMcKeon	http://skyward.io/

4/17/2015				Skyworks Aeroial Systems	Greg Friesmuth	Founder	We create premium UAVs(drones) for industrial indoor applications and scientific research	*use website to send email	702.589.4772	https://www.linkedin.com/profile/view?id=39845849&authType=NAME_SEARCH&authToken=WYY&locale=en_US&srchid=2103940221428329164687&srchindex=1&srchtot=1&trk=vsrp_people_res_name&trkinfo=VSRPsearchid%3A2103940221428329164687%2CVSRPtargetid%3A39845849%2CVSRPcmpt%3Aprimary%2CVSRPnm%3Atrue	http://skyworksas.com/
4/17/2015				NVDrones	Emerick Varga	Founder	Simple and Powerful Tools for Faster Drone Software Development	info@nvdrones.com		https://www.linkedin.com/profile/view?id=210641526&authType=NAME_SEARCH&authToken=ZYg6&locale=en_US&trk=tyah&trkinfo=clickedVertical%3Amynetwork%2Cidx%3A1-1%2Ciarid%3A1428329390012%2Ctas%3Aemrick&varga	http://www.nvdrones.com/
4/17/2015				TerraPan Labs	Christopher Lippitt	Co-founder	Automated aerial mapping software for drones and planes alike	*use website to send email		https://www.linkedin.com/profile/view?id=11180249&authType=NAME_SEARCH&authToken=63VF&locale=en_US&trk=tyah&trkinfo=clickedVertical%3Amynetwork%2Cidx%3A1-1%2Ciarid%3A1428329625775%2Ctas%3Achristopher&lippitt	http://www.terrapanlabs.com/
4/17/2015				Unmanned United	Chris Khosravi	Founder	One of our many expertise is with the Ardupilot flight control system. We plan to provide full support for the system as well as ground station monitoring systems.	unmannedunited@gmail.com	8326133917	https://www.linkedin.com/profile/view?id=145273779&authType=NAME_SEARCH&authToken=u5w8&locale=en_US&trk=tyah&trkinfo=clickedVertical%3Amynetwork%2Cidx%3A1-1%2Ciarid%3A1428329790243%2Ctas%3Achriss&khosravi	http://www.unmannedunited.com/
4/17/2015				Assured Space Access Technologies	Sean McDaniel	CEO	The commercial Small Satellite community has been under-served since its inception and is in need of affordable, global, space to ground communications support. ATLAS network brings the solution to the need. Global, affordable satellite to ground communications access for command, control, and data management available to UHF, S and X band users.	atlas@assuredspace.com	(480) 739 - 9111	https://www.linkedin.com/profile/view?id=19144960&authType=NAME_SEARCH&authToken=AR2o&locale=en_US&srchid=2103940221428330588495&srchindex=1&srchtot=1&trk=vsrp_people_res_name&trkinfo=VSRPsearchid%3A2103940221428330588495%2CVSRPtargetid%3A19144960%2CVSRPcmpt%3Aprimary%2CVSRPnm%3Atrue	http://www.asatground.com/
4/17/2015				MicaSense	Gabriel Torres	Co-founder/CEO	Revolutionary solutions for agricultural remote sensing	*use website to send email		https://www.linkedin.com/profile/view?id=202916926&authType=NAME_SEARCH&authToken=FKXl&locale=en_US&trk=tyah&trkinfo=clickedVertical%3Amynetwork%2Cidx%3A1-4%2Ciarid%3A1428331416267%2Ctas%3Aagabriel&torres	http://www.micasense.com/
4/17/2015				Urban Drones	Alex Rodriguez	President	We're making waterproof drones. Our first, the Splash Drone, is a waterproof quadcopter that floats and comes with autonomous features, wireless video and waterproof camera stabilization gimbal. This is the second iteration is more advanced and has a waterproof camera gimbal. Something our customers asked for. It can be flown with a remote control or an android device for full autonomy, follow me mode, hover and auto return to home and land.	http://urbandrones.com/pages/news-letter		https://www.linkedin.com/profile/view?id=24178114&authType=NAME_SEARCH&authToken=Ssr1&locale=en_US&srchid=2103940221428331597626&srchindex=1&srchtot=1&trk=vsrp_people_res_name&trkinfo=VSRPsearchid%3A2103940221428331597626%2CVSRPtargetid%3A24178114%2CVSRPcmpt%3Aprimary%2CVSRPnm%3Atrue	http://urbandrones.com/
4/20/2015				Internet of things-sensors	PsiKick	David Wentzloff	Co-founder	PsKick develops next generation Ultra-Low-Power wireless sensing devices – the lowest-power sensing devices in the world. Fully integrated and silicon-proven, the sensors operate at 1/100th to 1/1000th of the power budget of other low-power IC sensor platforms. Their extreme energy efficiency enables them to be powered without a battery from a variety of harvested energy modalities including vibration, thermal gradients, solar, RF, or piezo actuation.	wentzloff (at) umich.edu, bcalhoun@virginia.edu	(434) 243-2076 (Benton) (734) 647-4499 (David)	http://www.psickick.com/
				Dual Aperture	David Lee	CEO	With its proprietary dual-apertured RGB-IR sensor technology and algorithms, DAI utilizes 3D image capturing and other imaging enhancements to create a multi-functional, low cost smart sensor technology that can be integrated into many consumer, automotive, and industrial products. DAI's unique depth and gesture tracking will also empower mobile camera-based applications to explore new dimensions of user experience.	pr@dual-aperture.com			http://www.dual-aperture.com/
				microGen Systems	Dr. Robert G. Andosca	Co-founder/CEO	MicroGen Systems, Inc. (MicroGen) – a U.S. Cleantech company – is the global leader in designing and manufacturing nanotechnology/MicroElectroMechanical Systems (NEMS/MEMS) micro-power and micro-sensor products for wireless sensor and mobile electronics applications.	got.energy@microgensystems.com			http://www.microgensystems.co/default
				Qualtre	Edgar Masri	CEO/President	Highly differentiated and patented sensors and sensor intellectual property are based on disruptive, next generation Bulk Acoustic Wave sensor design and HARPS process innovations that transcend the capabilities of conventional inertial sensors.	sales@qualtre.com	508-658-8360		http://www.qualtre.com/

				Sand 9	Vincent Graziani	CEO	Sand 9 is the technology leader in precision MEMS timing. Targeting a \$4+B market opportunity with its piezoelectric MEMS products—which clock wireless and wired systems in mobile, low power wireless, communications infrastructure, industrial and military markets—Sand 9 outperforms both legacy quartz timing devices and other MEMS-based solutions. Sand 9's MEMS timing products enhance quality and performance, simplify system design, and promote space and power savings in integrated electronic systems.	http://www.sand9.com/contact/		http://www.sand9.com/
				TempoIQ	Andrew Cronk	CEO	APIs to collect, monitor, analyze, & store sensor data in realtime	https://www.tempoiq.com/contact/		https://www.tempoiq.com/
				Chirp Microsystems, Inc.	Michelle Kiang	CEO	Chirp Microsystems, Inc. designs, develops, and manufactures a line of extremely low power, ultrasonic 3D-sensing solutions for consumer electronics, smart homes, industrial automation, and much more.	info@chirpmicro.com		http://www.chirpmicro.com/
				Vantage Point Aerospace	Dennis Chateauf	CEO	Vantage Point Aerospace is an aerial data analytics company. We gather immediately actionable data from our proprietary airborne sensor platforms and analyze it in real time, allowing you to protect your most valuable assets: your infrastructure, waterways, agriculture, borders, and citizens.	info@vpaero.com	(860) 554-1205	http://www.vpaero.com/
				Evrythng	Dominique Guinard	Co-founder	The EVRYTHNG IoT Smart Products Platform connects consumer products to the Web & manages real-time data in the cloud to drive applications. - See more at: https://www.crunchbase.com/organization/thn-gy#sthash.Y6IU0qbA.dpuf	info@evrythng.com		https://evrythng.com/about-us/
				Valarm	Edward Pultar	Co-founder	Valarm is a sensor and monitoring solutions company that facilitates rapid deployment of real-time, ad-hoc, mobile sensor networks. - See more at: https://www.crunchbase.com/organization/val-arm#sthash.4hEY3rQE.dpuf	edward@valarm.net		http://www.valarm.net/

APPENDIX D – Application and Selection Criteria



Where great ideas take flight

APPLY BY

15

Apr 2016

☐ Oshkosh, United States

[Get Directions](#)

☐

☐

☐

☐

The AeroInnovate Virtual Accelerator, for aviation/aerospace startups, provides access to capital, expertise, mentorship and its network to capable, early-stage entrepreneurs with innovative business [more](#)

Let's get started

First, you just need to create or choose a Team/Startup Profile

Create Team

product/service demo and/or pitch (3 minutes max - videos longer than 3 minutes will not be viewed.)

Paste YouTube or Vimeo URL Link (ex. www.youtube.com/foo)

Team

5 How many founders are there? *

Select One ▾

6 How did you meet your co-founders?

7 What is your primary role in this business (what would/should it say on your business card)?

8 If you answered 'Other' for the role you would list on your business card, what is it?

9 Founder skills and background

10 What is your Github and/or LinkedIn URL?

11 Are you still in school?

Select One ▾

12 How long have all founders worked together as a team?

Select One ▾

13 Where do you plan for the startup physically to be after the program?

14 Can all founders attend the "Pitch Camp" and AirVenture week (July 23 - July 31) in person?

☐

- ☐ Yes - All Founders will attend
- ☐ No - All Founders will not attend

15 If not all founders can attend the program in full, please explain.

16 Employees: Not including the founders, how many additional employees are there?

Select One

17 Employees: Please provide any Github URL and LinkedIN URLs for employees

Product

18 In more detail, what will your company do or make? What's new, interesting or different about your business?

19 How does your company make money (or intend to make money)? Explain your business model.

20 Explain how you intend to (or already do) find customers?

21 Do you have any current customers?

- ☒ Yes
- ☐ No

22 If yes, how many customers? What is your customer growth rate?

23 Do you currently generate revenue?

- ☐ Yes
- ☐ No

24 If yes, how much revenue did you generate in the last month? Lifetime of the company? What is your monthly revenue growth rate?

25 Who are your competitors? What differentiates you? Include URLs

26 What do your competitors do better than you?

27 What do you think you do better than each of your competitors?

28 What element of the business keeps you up at night?

29 Why should we choose your company?

History and Financials

30 What date did you start this company?

31 Are you already incorporated?

☐

☐

☐ Yes

☐ No

32 If yes, what type of legal entity?

33 What is the total amount of cash invested to date in this startup?

34 How much of the above amount was from non-founders?

35 How are you dividing equity among founders, and if you have other shareholders (investors) how much do they own?

36 Do you want AeroInnovate to share your application with the Global Accelerator Network programs that might be a match to your company?

☐ Yes

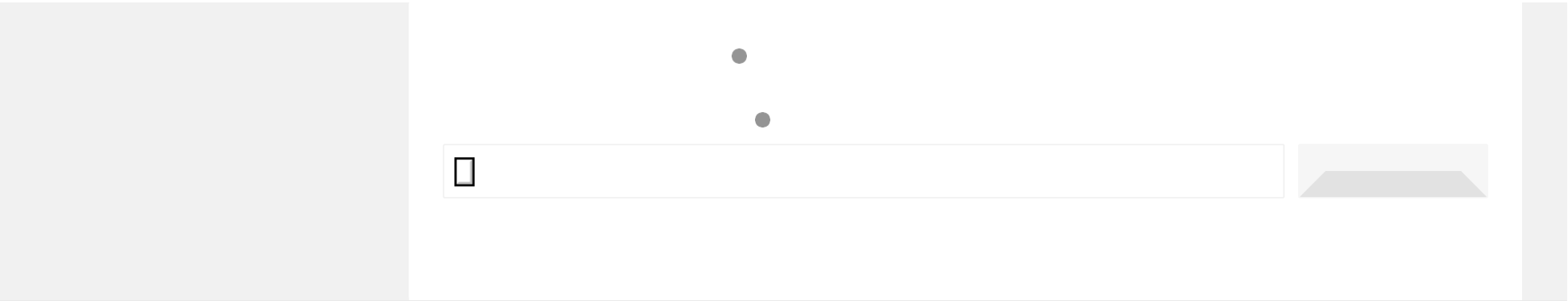
☐ No

37 Please upload any other files or videos you'd like us to review (Max file size 30MB. Please ensure Flash is working correctly on your browser.)

Contact Information

38 Email Address:

39 Phone Number:



Add Your

Event

Startup

Job Listing

Deal

Accelerator

Inv. Fund

Angel Group

Contest

Coworking

Get Free Deals

Promote your own Deal

Startup Jobs

Contests

Startup Events

Investment Funds

Accelerators

R&D Tax Relief

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Focus for 2015 Accelerator Program: Build the brand and bring value.

	1	2	3	4	5	Comments
Personality of Entrepreneur/Team <i>Could they be an evangelist? Would they be a champion for the program?</i>						
Quality of Company <i>Are they well rounded? Do they have a solid mission/vision?</i>						
Quality of Concept <i>How sound is the product/idea? Is it applicable to aviation/aerospace?</i>						
Scalability <i>What is the growth potential? How scalable is it?</i>						
Can We Provide Value? <i>Are we worth their time? Will they find our program beneficial?</i>						

1 being the lowest, 5 being the highest

Instructions:

Please review each applicant and score them accordingly. Any questions on F6S, please let me know.

Please submit your feedback to me and hold onto a copy of your evaluation for discussion during the meeting. The main purpose of this is to have everyone review and be prepared with their input prior to our applicant selection meeting. We will get into a much deeper discussion on each applicant at that time.

If you are unable to attend, please send me in your form with any feedback or notes that you would like me to relay to the group.

APPENDIX E – Form of Stock Warrant

THIS WARRANT AND THE SECURITIES ISSUABLE HEREUNDER HAVE NOT BEEN REGISTERED UNDER THE SECURITIES ACT OF 1933, AS AMENDED (THE “SECURITIES ACT”), OR APPLICABLE STATE SECURITIES LAWS AND MAY NOT BE TRANSFERRED OR OTHERWISE DISPOSED OF UNLESS THEY HAVE BEEN REGISTERED UNDER THE ACT AND SUCH LAWS OR (1) REGISTRATION UNDER APPLICABLE STATE SECURITIES LAWS IS NOT REQUIRED, AND (2) AN OPINION OF COUNSEL SATISFACTORY TO THE COMPANY IS FURNISHED TO THE COMPANY TO THE EFFECT THAT REGISTRATION UNDER THE ACT IS NOT REQUIRED. TRANSFER OF THIS WARRANT AND THE SECURITIES ISSUABLE HEREUNDER ARE ALSO SUBJECT TO ADDITIONAL TRANSFER RESTRICTIONS SET FORTH HEREIN.

Warrant No. []

[date]

[COMPANY]

COMMON STOCK Purchase Warrant

[Company], a [state and type of entity] (the “Company”), hereby certifies that, for value received, AeroInnovate, LLC or its successors (the “Holder”), is entitled, subject to the terms set forth below, to purchase from the Company at any time or from time to time before [time and time zone], on the [year] anniversary of the date first set forth above (the “Expiration Date”), [number of shares] fully paid shares of Common Stock at the Purchase Price (as hereinafter defined). The Purchase Price is subject to adjustment as provided herein.

This Warrant is to be issued by the Company and grants to the Holder the right to purchase shares of Common Stock (the “Warrant Shares”) under the terms and conditions set forth herein.

As used herein the following terms, unless the context otherwise requires, have the following respective meanings:

(a) The term “Company” shall mean [name, state and type of organization], and any company that shall succeed to or assume the obligations of [company] hereunder.

(b) The term “Common Shares” shall mean the Company’s Common Stock, par value \$0.001 per share, and any other securities into which or for which shares of such common stock may be converted or exchanged pursuant to a plan of recapitalization, reorganization, merger, sale of assets or otherwise.

(c) The term “Purchase Price” shall mean \$[price]

1. Exercise of Warrant. This Warrant may be exercised in full or in part at any time or from time to time until the Expiration Date by the Holder hereof by surrender of this Warrant and the subscription form annexed hereto (duly executed) by such Holder, to the Company at its principal office at [address of principal office of the Company] (or such other principal office as is the Company’s office of record), accompanied by payment in the amount obtained by multiplying (a) the number of shares of Common Shares designated by the Holder in the subscription form by (b) the Purchase Price. Payment may be paid in cash, by bank or cashiers check, or by electronic wire transfer of immediately available funds. On any partial exercise the Company, at its expense, will forthwith issue and deliver to or upon the order of the Holder hereof a new Warrant or Warrants of like tenor, in the name of the Holder hereof, providing in the aggregate on the face or faces thereof for the number of shares of Common Shares for which such Warrant or Warrants may still be exercised, and subject to all terms and conditions (including without limitation exercise limitations) set forth in this Warrant.

2. Record of Shares on Exercise. As soon as practicable after the exercise of this Warrant and delivery of the purchase price for the Warrant Shares as set forth in Section 1, above, and in any event within ten (10) days thereafter, the Company at its expense (including the payment by it of any applicable issue or stamp taxes) will cause the records of the Company to reflect the issuance of Common Shares acquired pursuant to exercise hereunder in the name of the Holder hereof the number of fully paid and non-assessable Common Shares to which such Holder shall be entitled on such exercise.

3. Covenants as to Common Shares. The Company covenants and agrees that all Common Shares which may be issued upon the exercise of this Warrant will, upon issuance and payment therefore, be validly issued, fully paid and free from all taxes, liens and charges with respect to the issue thereof. The Company further covenants and agrees that it will have authorized and reserved, free from preemptive rights, a sufficient number of its Common Shares to provide for the exercise of this Warrant.
4. No Shareholder Rights. This Warrant shall not entitle the Holder to any voting rights or other rights as a shareholder of the Company.
5. Restrictions on Transfer. Neither this Warrant nor any of the Common Shares issuable upon the exercise of all or any portion of this Warrant may be transferred except in accordance with, and subject to, the provisions the Company's Charter Documents and this Warrant. The Holder acknowledges that this Warrant and the securities issuable upon exercise of the Warrant have not been registered under the 1933 Act, or applicable state securities laws and may not be transferred or otherwise disposed of unless it has been registered under that Act and is in compliance with applicable state securities laws or an exemption from registration is available. Any securities issuable upon conversion of the Warrant shall be imprinted with an appropriate legend relating to the transfer restrictions applicable to such securities.
6. Transfer of Warrant. Subject to the provisions of Section 5 above, any transfers of this Warrant and any rights hereunder shall be effectuated at the office of the Company referred to in Section 1, upon surrender of this Warrant properly endorsed and upon registration of such transfer with the Company. The Company shall treat the registered Holder hereof as the owner hereof for all purposes.
7. Restrictions on Shares. As a condition to any issuance of Common Shares under this Warrant, the Holder shall become a party (if not already a party) to any Charter Document, as determined by the Company
8. Stock Splits, Dividends and Combinations. In the event that the Company shall at any time subdivide the outstanding Common Shares or shall issue a stock dividend on its outstanding Common Shares or other equity securities, the number of shares issuable upon exercise of this Warrant immediately prior to such subdivision or to the issuance of such share dividend shall be proportionately increased, and the Purchase Price shall be

proportionately decreased, and in the event that the Company shall at any time combine the outstanding Common Shares or other equity securities, the number of shares issuable upon exercise of this Warrant immediately prior to such combination shall be proportionately decreased, and the Purchase Price shall be proportionately increased, effective at the close of business on the date of such subdivision, share dividend or combination, as the case may be.

9. Reorganizations, Etc. In case of any capital reorganization, or any reclassification of the Common Shares or other equity securities of the Company (other than a change in par value or from par value to no par value or from no par value to par value or as a result of a share dividend or subdivision, split-up or combination of shares), or the consolidation or merger of the Company with or into a corporation or with or into another limited liability company (other than a consolidation or merger in which the Company is the continuing limited liability company and which does not result in any change in the Common Shares or other equity securities) or of the sale of all or substantially all the properties and assets of the Company as an entirety to any other corporation or limited liability company, in each case occurring after the date hereof, this Warrant shall, after such reorganization, reclassification, consolidation, merger or sale, be exercisable for the kind and number of shares or other securities or property of the Company or of the corporation or limited liability company resulting from such consolidation or surviving such merger or to which such properties and assets shall have been sold or of such other person to which such Holder would have been entitled if he had held the Common Shares issuable upon the exercise hereof immediately prior to such reorganization, reclassification, consolidation, merger or sale.

10. Certificate of Adjustment. Whenever the Purchase Price or number of Warrant Shares is adjusted, as herein provided, the Company shall promptly deliver to the Holder a certificate setting forth the Purchase Price or number of Warrant Shares, as applicable, after such adjustment and setting forth a brief statement of the facts requiring such adjustment.

11. Exchange of Warrant. This Warrant is exchangeable upon the surrender hereof by the Holder at the office or agency of the Company designated in Section 1 hereof, for new Warrants of like tenor representing in the aggregate the rights to subscribe for and

purchase the number of Warrant Shares which may be subscribed for and purchased hereunder, each of such new Warrant to represent the right to subscribe for and purchase such number of Warrant Shares as shall be designated by the Holder hereof at the time of such surrender.

12. Lost, Stolen, Mutilated or Destroyed Warrant. If this Warrant is lost, stolen, mutilated or destroyed, the Company may, on such terms as to indemnity or otherwise as it may in its discretion impose (which shall, in the case of a mutilated Warrant, include the surrender thereof), issue a new Warrant of like denomination and tenor as the Warrant so lost, stolen, mutilated or destroyed. Any such new Warrant shall constitute an original contractual obligation of the Company, whether or not the allegedly lost, stolen, mutilated or destroyed Warrant shall be at any time enforceable by anyone.

13. Amendments and Waivers. This Warrant and any term hereof may be changed, waived (either generally or in a particular instance and either retroactively or prospectively), discharged or terminated by written agreement of both the Company and the Holder. The rights and remedies herein provided shall be cumulative and not exclusive of any rights or remedies provided by law.

14. Governing Law. This Warrant shall be governed by and construed in accordance with the internal laws of the State of Wisconsin.

15. Miscellaneous. The headings in this Warrant are for purposes of reference only, and shall not limit or otherwise affect any of the terms hereof. This Warrant is being executed as an instrument under seal. The invalidity or unenforceability of any provision hereof shall in no way affect the validity or enforceability of any other provision.

[Signature Page Follows]

IN WITNESS WHEREOF, the Company has caused this Warrant to be issued as of the date first written above.

[COMPANY]

By: _____

[name, title]

Acknowledged and Accepted:

AEROINNOVATE, LLC

By: _____

Name: _____

Its: _____

FORM OF SUBSCRIPTION

(To be signed only on exercise of Warrant)

TO [COMPANY]:

The undersigned, the holder of the within Warrant, hereby irrevocably elects to exercise this Warrant for, and to purchase thereunder, _____ Common Shares of [Company] and herewith makes payment of \$_____ therefor in cash, and requests that the certificates for such shares be issued in the name of, and delivered to the holder, whose address is indicated below.

In exercising the Warrant, the undersigned hereby confirms and acknowledges that the Common Shares are being acquired solely for (i) the account of the undersigned and not as a nominee of any other party and (ii) investment for its own account and not with a view toward the resale or distribution thereof except in compliance with applicable state and federal securities laws.

Dated: _____

(Signature must conform to name of holder as specified on the face of the Warrant)

(Address)

APPENDIX F - 2015 Program Guidelines

1. Contact Information for AeroInnovate Staff

Audra Hoy

Director of AeroInnovate

Office: 920-424-2364

Cell: 920-203-9000

Email: hoya@uwosh.edu

Shelby Smykal

Accelerator Coordinator

Office: 920-424-2007

Cell: 262-853-1248

Email: smykas66@uwosh.edu

2. Program Schedule

A detailed calendar/curriculum will be provided prior to June 1.

We will work with you to assign a time to meet virtually each week on Tuesdays and Thursdays. We expect you to be on time, mentally present, prepared with your questions and/or homework assignment and ready to work. If anything comes up, please notify Audra or Shelby as soon as possible prior to your meeting time.

3. Interns

Through the AeroInnovate program, intern support will be available to assist you as needed. The AeroInnovate Team will work with you in assessing your needs and working with you to implement any needed assistance.

4. Market Research

Through the AeroInnovate program, the survey success center and other market research services at the Business Success Center will be available to you as needed. The AeroInnovate Team will work with you in assessing any market research needs as early as possible so we can ensure capability to meet deadlines.

5. Mentors

The AeroInnovate program has a pool of mentors available to the accelerator participants. We will do our best to help you make connections that will be the most beneficial for you and your business, but it is up to you to manage the mentor/mentee relationship and make sure you get the most out of it.

6. Incorporation of Your Business

It is in your best interest if you are not incorporated or are already some other type of entity that you create or convert to a C-Corporation. There are some outside investors who will not be interested in a company that is not a C-Corporation. Please let us know if you would like any legal assistance to accomplish this.

7. Funding

You will receive a \$6,000 grant to assist with building your business - \$3,000 at the beginning of the program and again at successful completion of the program.

8. Deliverables

It is your responsibility to take part in weekly sessions, do your homework and continue to work to build your business. We will work to help you achieve a minimum viable product, customer validation and investor-ready pitch. It is very important that throughout the program you communicate your needs to us.

AeroInnovate reserves the right to withhold the company from presenting at the Pitch & Mingle or exhibiting at AirVenture at our sole discretion.

9. Contact Information

If you have more than one founder, please create a contact list and submit to Shelby. We will use this information when communicating with your team.

10. Basecamp

A Basecamp project will be setup for you and the AeroInnovate Team to work together on documents, action items, homework, to do lists, etc. throughout the program.

11. Lodging

If you are familiar with AirVenture, you are aware that hotel rooms can be hard to come by as they sell out nearly a year in advance. Some lodging reservations at the University of Wisconsin Oshkosh are available. Please let the AeroInnovate Team know as soon as possible how many people are attending, your arrival and departure dates and any special needs and we will do our best to accommodate. Rooms will be on a first come, first serve basis.

12. Attire

Please plan for the following attire while you are in Oshkosh:

Pitch Camp: Business Casual (casual attire appropriate for booth setup)

Pitch & Mingle: Business Attire

AirVenture Booth: Summer Business Casual – come prepared for it to be warm, but dress appropriately to represent your business. (i.e. shorts and a golf shirt with business logo)

13. Pitch Camp

Pitch Camp is an intensive two day experience the weekend prior to AirVenture which will focus on getting you ready to make pitches to investors. It will kick off with a dinner Friday evening, July 17, and end Sunday afternoon, July 19. During Pitch Camp you will have a dress rehearsal of your pitch for the Pitch and Mingle in front of Angels on the Water, an angel investing group based in Oshkosh. We will also ensure that you have plenty of time to get your booth ready for AirVenture.

14. Pitch and Mingle

This is the formal coming out party for your company. You will pitch your company to the largest annual gathering of investors in aviation and aerospace, industry folks, local leaders and other entrepreneurs. It is scheduled for 7p on Tuesday, July 21. You will need to have business cards and copies of your executive summary for the Pitch and Mingle event.

15. AirVenture

As part of the program you are offered premiere booth space at AirVenture at no cost to you. We are happy to help with your booth for bathroom/lunch breaks, but please come prepared to work your booth the full event.

We will be happy to assist with producing your booth display and any marketing materials needed for your booth, but the cost of the physical materials will not be covered by the AeroInnovate program.

You will be receiving three wristbands for admittance to AirVenture and one vehicle parking pass. Any credentials needed above and beyond that will be at your own cost. Please advise what you will need and we will help with ordering.

16. Video and Photo Release

You will be videotaped and photographed during Pitch Camp, AirVenture and the Pitch and Mingle. We will be sending a video and photo release for you to sign and return to us.

17. Stock Warrants

The \$6,000 seed money is a grant. However, if your company is successful in getting financed as a result of the Pitch & Mingle event or if the AeroInnovate Accelerator program matches you with an investor, we would ask that the program be granted stock warrants of 2-3% of the amount of the investment at the same price as the investment.

For example, if an investor at the Pitch and Mingle event invests \$100,000 in your company following the event, priced at \$1 per share, we would ask for \$2,000-3,000 worth of stock warrants - or 2,000-3,000 shares with an exercise price of \$1 per share with an expiration preferably in the 3-7 year range, but the term will depend on the particulars of your company. In the event the value of your company goes up (which is your and our common goal), as measured by a subsequent round of financing or an acquisition, we would exercise the warrant and receive the difference between the exercise price and the price in the new round. This would allow us to receive a return on our investment of time and money in you which we will use to continue to operate the program. In the event the value of your company stays the same or goes down, the warrant would never be exercised.

18. Ongoing Reporting

Part of the funding for the AeroInnovate Accelerator is underwritten by a grant from the Department of Defense, Office of Economic Adjustment. We have periodic reports we need to submit in connection with that grant. As part of the program, we ask that you cooperate with us so that we can complete this reporting.

19. Program Survey

Always feel free to send us feedback at any time during the program. If there is something we can fix immediately, we want to do it!

After the program has concluded, you will be given an opportunity to provide feedback on the program. It is very important that you tell us what we did well, and not so well, so that we can continue to improve the program for future entrepreneurs.

I acknowledge receipt of the program guidelines stated above, and understand that adherence to them is a condition of participation in the program.

Signature

Date

APPENDIX G - 2015 Program Schedule

WEEK ONE

Monday, June 1: Group Kick Off Video Conference @ 5p CST

Topics:

- Group Introductions
- Audra: Review Schedule, rules, overall program overview
- Gener8tor: First Assignment – Executive Summary
- Shelby: Due Diligence

Tuesday, June 2: Meeting with Gener8tor via phone or video chat (TBD)

Topic: Review Executive Summary draft

Thursday, June 4: Meeting with AeroInnovate via phone or video chat (TBD)

Topic: General overview of business and identifying needs

- Finance, team, product, marketing, customer development, booth needs, etc.

WEEK TWO

Tuesday, June 9: Meeting with Gener8tor via phone or video chat (TBD)

Topic: Review completed Executive Summary

Thursday, June 11: Meeting with AeroInnovate via phone or video chat (TBD)

Topic: TBD based on business needs

WEEK THREE

Tuesday, June 16: Meeting with Gener8tor via phone or video chat (TBD)

Topic: Due Diligence Review

Thursday, June 18: Meeting with AeroInnovate via phone or video chat (TBD)

Topic: TBD based on business needs

WEEK FOUR

Tuesday, June 23: Meeting with Gener8tor via phone or video chat (TBD)

Topic: Marketing Collateral Review / Feedback

Thursday, June 25: Group Meeting via Google Hangout at 10a

Topic: Check In

WEEK FIVE

Tuesday, June 30: Meeting with Gener8tor via phone or video chat (TBD)

Topic: Practice Pitch

Thursday, July 2: Meeting with AeroInnovate via phone or video chat (TBD)

Topic: TBD based on business needs

WEEK SIX

Tuesday, July 7: Group Pitch Practice at 10a

Topic: Full pitch deck review and run through

Thursday, July 9: Meeting with AeroInnovate via phone or video chat (TBD)

Topic: TBD based on business needs

WEEK SEVEN

Tuesday, July 14: Group Meeting to Review AirVenture Week at 10a

Topic: Walk through everything from arrival to departure, Answer any questions

Thursday, July 16: Off Day

Friday, July 17: Arrive in Oshkosh

- Get settled in
- Dinner at Fratello's with AeroInnovate and Gener8tor at 6p

WEEK EIGHT: PITCH CAMP / AIRVENTURE

Saturday, July 18: Pitch Camp (see *detailed schedule*)

- Location: Wittman Regional Airport Terminal – Conference Room
- Breakfast @ Terminal: Big Apple Bagels
- Lunch @ Terminal: LaSure's (boxed lunch)
- 6p: Dinner at Becket's with EAA, AeroInnovate and Gener8tor

Sunday, July 19: Pitch Camp / AirVenture Setup (see *detailed schedule*)

- Location: Wittman Regional Airport Terminal – Conference Room
- Morning: Pitches Camp / Full dress rehearsal w/ Angels on the Water, La Sure's brunch
- Afternoon: Booth Setup at AirVenture
- Dinner on your own, relax and prepare for a great week at AirVenture!

Monday, July 20: AirVenture

- 7:30a: Breakfast at Aces Bistro (on AirVenture grounds)
- Booths open from 9a – 5p

- Dinner on your own, relax and prepare for the Pitch & Mingle!

Tuesday, July 21: AirVenture / Pitch & Mingle

- Booths open from 9a – 5p
- Pitch & Mingle from 7p – 10p (Arrive at Wittman Regional Airport Terminal by 6:30p)

§ Note: *All technology and set up will be tested during Pitch Camp*

Wednesday, July 22: AirVenture

- Booths open from 9a – 5p
- 7p: Dinner at Mahoney's with AeroInnovate Team

Thursday, July 23: AirVenture

- Booths open from 9a – 5p
- Dinner on your own, relax and experience AirVenture!

Friday, July 24: AirVenture

- 7:30a: Breakfast at Aces Bistro (on AirVenture grounds)
- Booths open from 9a – 5p
- Dinner on your own

Saturday, July 25: AirVenture

- Booths open from 9a – 5p
- 7p: Dinner at Primo with AeroInnovate Team

Review the accelerator program and AirVenture week

Sunday, July 26: AirVenture

- 7:30a: Breakfast at Aces Bistro (on AirVenture grounds)
- Booths open from 9a – 4p
- Pack up booths, depart, relax, unwind!

PITCH CAMP SCHEDULE SATURDAY July 18

8a: Kickoff

Practice Round 1

(No Mentors)

8:30a – 8:45a: Interactive Aerial

8:45a – 9a: AVA

9a – 9:15a: ICARUS Devices

9:15a – 9:30a: Grypshon

9:30a – 9:45a: Enduralock

9:45a – 10:15a: Break/Pitch Revisions

Practice Round 2

(Mentors: Al Hartman, Elizabeth Hartman, Dave Chaimson)

10:15a – 10:30a: Interactive Aerial

10:30a – 10:45a: AVA

10:45a – 11a: ICARUS Devices

11a – 11:15a: Grypshon

11:15a – 11:30a: Enduralock

11:30a – 12p: Break/Pitch Revisions

Lunch 'n Learn

12p – 1p: Paul Jones/Capital Term Sheets

1p – 1:15p: Break

Practice Round 3

(Mentors: George Setton, Doug Jarmusz)

1:15p – 1:30p: Interactive Aerial

1:30p – 1:45p: AVA

1:45p – 2p: ICARUS Devices

2p – 2:15p: Grypshon

2:15p – 2:30p: Enduralock

2:30p – 3p: Break/Pitch Revisions

3p – 4:45p: Optional *Practice Round 4*

4:45p: Wrap Up

6p: Dinner at Becket's

SUNDAY July 19

Dress Rehearsal with Angels on the Water

Additional Mentors: Al Hartman, Elizabeth Hartman, Doug Jarmusz, Jim McCoy, April Spivack, Paul Jones, Meridith Jaeger

Additional Attendees: Kim Biedermann, Chris Hibben (Sat/Sun)

8:30a: Arrive at Wittman Regional Airport

9a: Kickoff

9:15a – 9:45a: Brunch

9:45a – 10a: Interactive Aerial

10a – 10:15a: AVA

10:30a – 10:45a: ICARUS Devices

10:45a – 11a: Grypshon

11a – 11:15a: Enduralock

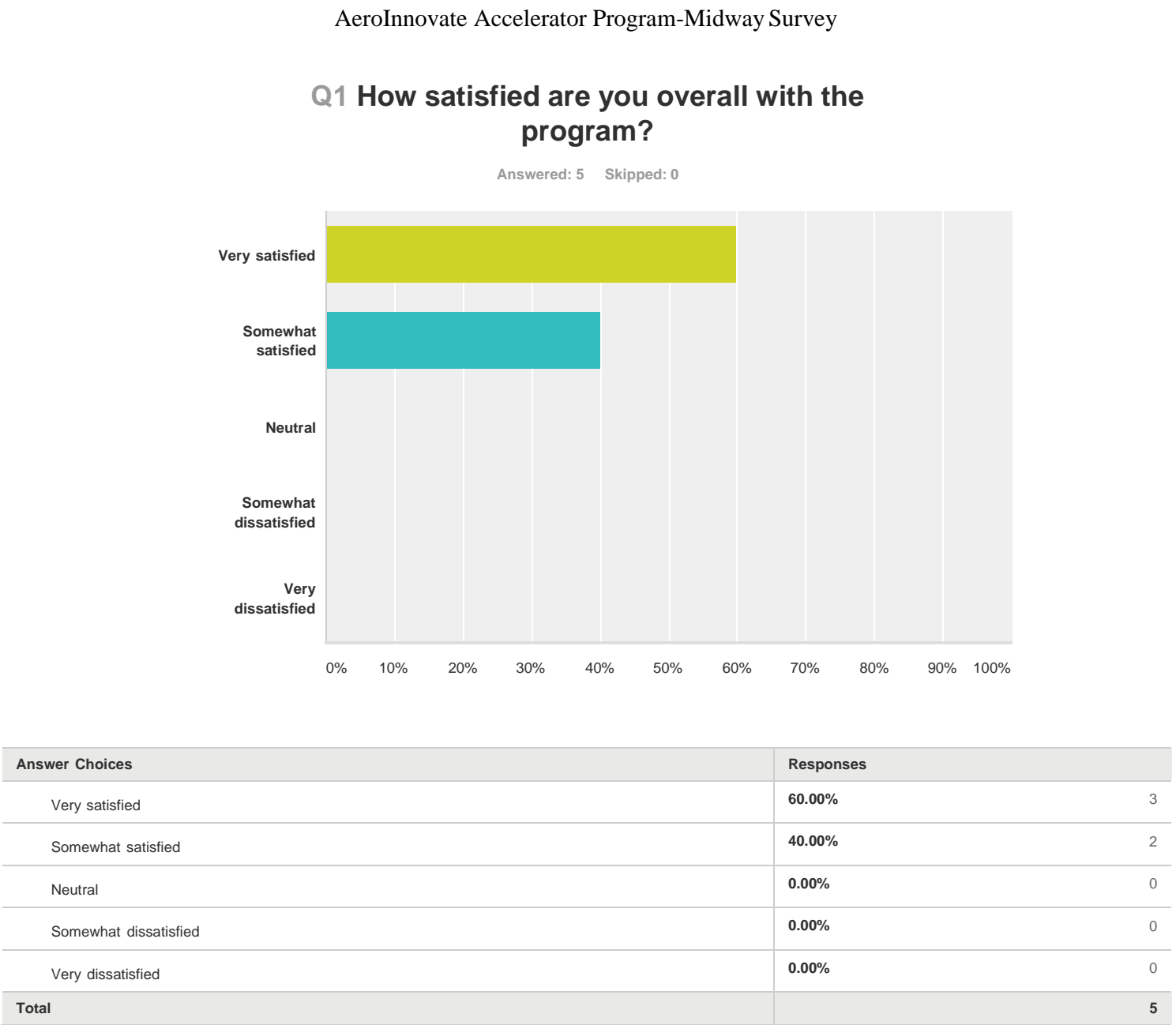
11:15a: Questions/Wrap Up

11:45a: Depart Wittman Regional Airport

Afternoon: AirVenture Booth Setup

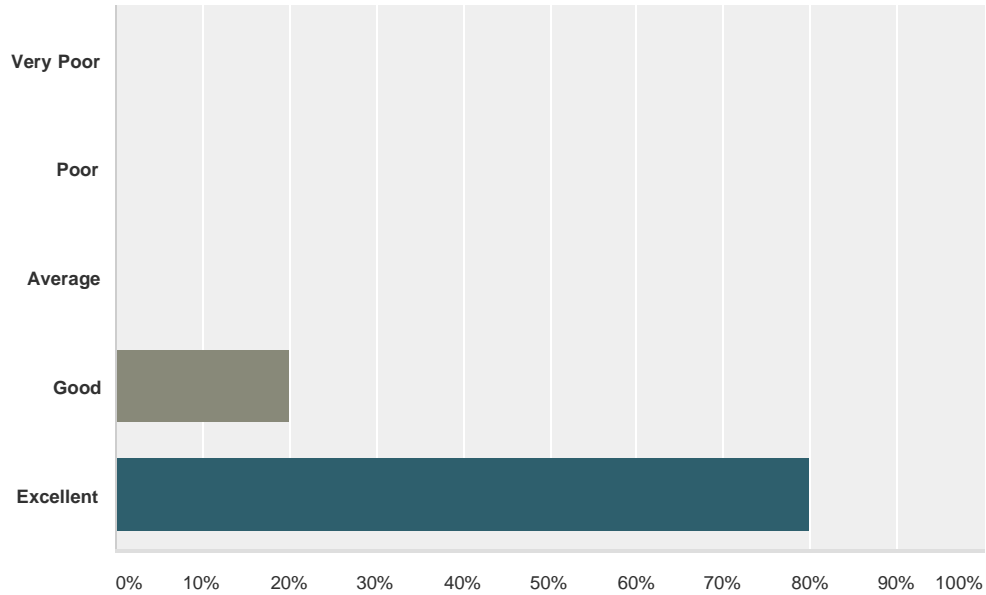
Evening: Free/Dinner on your own

APPENDIX H – Program Assessment Surveys and 2015 Pilot Class Responses



Q2 Please rate the quality of assistance in preparation of your executive summary and pitch deck:

Answered: 5 Skipped: 0



Answer Choices	Responses	
Very Poor	0.00%	0
Poor	0.00%	0
Average	0.00%	0
Good	20.00%	1
Excellent	80.00%	4
Total		5

Q3 What do you like most about the program being virtual?

Answered: 5 Skipped: 0

#	Responses	Date
1	We have access to people all over the country and world.	7/7/2015 3:04 PM
2	It provides more freedom and allows earning money for living.	7/2/2015 11:26 AM
3	I travel a lot and it makes being in the program much easier.	7/2/2015 7:34 AM
4	We like that it is virtual because you can participate from anywhere and be able to better communicate with all of our advisors beyond emails.	7/1/2015 10:46 PM
5	It works well with my travel schedule.	7/1/2015 6:48 PM

Q4 The most valuable part of this program has been:

Answered: 5 Skipped: 0

#	Responses	Date
1	The contacts, weekly meetings, and access to the AirVenture show.	7/7/2015 3:04 PM
2	By now the most valuable part is preparation of the Executive Summary	7/2/2015 11:26 AM
3	I feel the amount of publicity and marketing that we will get at EAA will be the most propelling thing to our companies	7/2/2015 7:34 AM
4	The amazing help with business development and promotional exposure.	7/1/2015 10:46 PM
5	I think that the tremendous stage upon which to present my business is going to be the most valuable part of the program. The contacts and assistance with overall strategy have also been great.	7/1/2015 6:48 PM

**Q5 The least valuable part of this program
has been:**

Answered: 5 Skipped: 0

#	Responses	Date
1	Everything has been valuable.	7/7/2015 3:04 PM
2	No such	7/2/2015 11:26 AM
3	Some times I feel that on some of the calls I do not have much to talk about, it might be that my company is very simple but I was thinking if that we could have maybe a topic of discussion in addition to the weekly update.	7/2/2015 7:34 AM
4	Out of everything that EAA offers we find the weekly updates to be the least valuable part.	7/1/2015 10:46 PM
5	Ahhh I don't know, I can't think of anything that comes to mind.	7/1/2015 6:48 PM

Q6 What suggestions do you have for improvement?

Answered: 5 Skipped: 0

#	Responses	Date
1	None	7/7/2015 3:04 PM
2	Would like to have more mentors from the industry available	7/2/2015 11:26 AM
3	Obviously if we could get more money that would help. I feel that the more connections AeroInnovate has the better the accelerator companies will do and I think that AeroInnovate is heading in that direction already.	7/2/2015 7:34 AM
4	We would suggest a bi weekly report out to give more time to complete tasks.	7/1/2015 10:46 PM
5	I would ask future participants for a general outline or mission statement so that everyone is on the same page from day one.	7/1/2015 6:48 PM

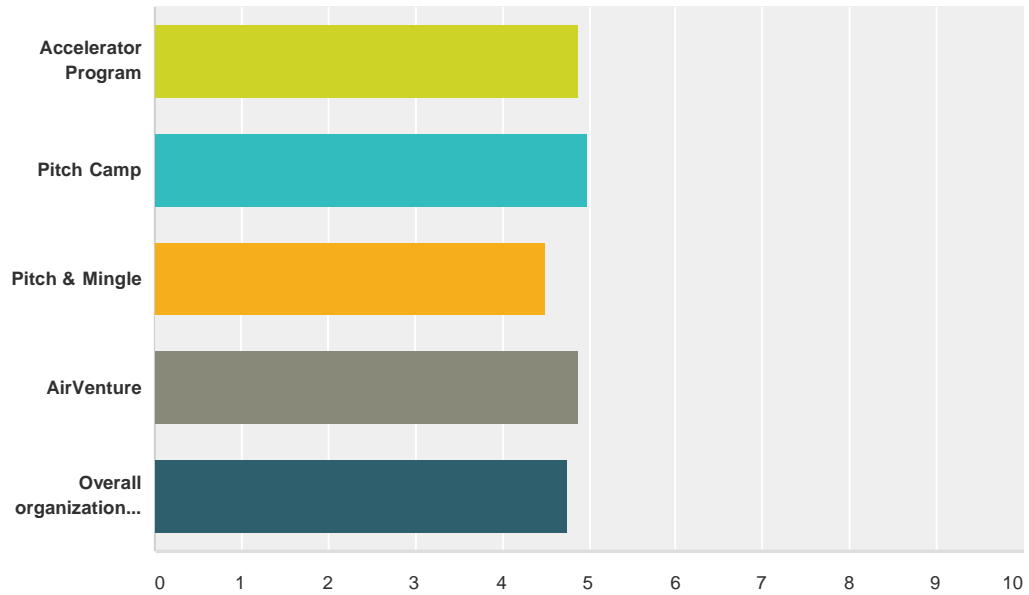
Q7 Name (Optional)

Answered: 4 Skipped: 1

#	Responses	Date
1	Edgar	7/2/2015 11:26 AM
2	Tommy B.	7/2/2015 7:34 AM
3	Interactive Aerial team	7/1/2015 10:46 PM
4	Nick	7/1/2015 6:48 PM

Q1 Please rate your satisfaction based on a 1-5 scale (1: Very unsatisfied, 5: Very satisfied)

Answered: 8 Skipped: 0



	Very unsatisfied	Unsatisfied	Neutral	Satisfied	Very satisfied	Total	Weighted Average
Accelerator Program	0.00% 0	0.00% 0	0.00% 0	12.50% 1	87.50% 7	8	4.88
Pitch Camp	0.00% 0	0.00% 0	0.00% 0	0.00% 0	100.00% 8	8	5.00
Pitch & Mingle	0.00% 0	0.00% 0	12.50% 1	25.00% 2	62.50% 5	8	4.50
AirVenture	0.00% 0	0.00% 0	0.00% 0	12.50% 1	87.50% 7	8	4.88
Overall organization of program logistics	0.00% 0	0.00% 0	0.00% 0	25.00% 2	75.00% 6	8	4.75

#	Comments	Date
1	You guys did an excellent job, thank you so much for each of your individual help and staying so committed to being there for us!	7/31/2015 1:53 PM
2	Set up very well, I have been through an accelerators before and this was by far the best. I really enjoyed getting to know the AI team.	7/29/2015 2:46 PM
3	I enjoyed everything about the program, but especially the opportunity to talk with people in the booth. It helped gauge the usefulness of our product.	7/29/2015 2:01 PM

Q2 What was your favorite/least favorite thing about the accelerator being virtual? Do you have any recommendations?

Answered: 8 Skipped: 0

#	Responses	Date
1	I really liked that it gave me the freedom to travel, although ensuring my Wi-Fi connection was good enough to avoid technical difficulties was tough!	8/3/2015 10:14 AM
2	Technical difficulties	8/3/2015 9:50 AM
3	The virtualness of the accelerator program was a huge benefit because it allowed us as a company to participate in the program without have to physically be there. Google hangouts was buggy at times but that is not in the control of accelerator.	8/1/2015 10:50 PM
4	For the diversity of companies and where we all live, the virtual accelerator was easily one of your best selling points. If we would have had to take a week or so to be in Oshkosh, it would have been very tough for all companies to come do that.	7/31/2015 1:53 PM
5	My favorite part was being able to be anywhere and still call in for our meetings. I did not have anything I didn't like about it being virtual. My only suggestion would be utilizing base camp a little more by adding to dos for the participants	7/30/2015 12:05 PM
6	Favorite: Not being there in person Least Favorite: Not being there in person I like meeting with people in person, I feel that is the best way but it was VERY convenient that we could be anywhere on the planet and still be able to communicate. Sometimes the Google hangout was a little buggy but the AI team always figured some thing out. I would advise to use the gotomeeting, it may not be free but it is a lot more reliable. I would recommend keeping it virtual.	7/29/2015 2:46 PM
7	Favorite: No need to spend 8 weeks in other location Least favorite: Too small communication with mentors	7/29/2015 2:17 PM
8	My favorite thing was the fact that our team could be anywhere and still fully participate. It made things easier to coordinate meetings. I would recommend maybe more online resources accessible to BaseCamp, like marketing strategies, website templates, etc.	7/29/2015 2:01 PM

Q3 What changes, if any, would you suggest for the program?

Answered: 8 Skipped: 0

#	Responses	Date
1	In the beginning spend a little more time with the participants identifying clear overall goals for the program.	8/3/2015 10:14 AM
2	More time with the Gener8tor guys.	8/3/2015 9:50 AM
3	The program was run/organized very well and it far exceeded my expectations.	8/1/2015 10:50 PM
4	Nothing sticks out too much other than little specific things mentioned later on! Great first year (I wouldn't have known that if you guys didn't mention it!)	7/31/2015 1:53 PM
5	I would suggest adding one more day to the pitch camp. This was such a valuable time and adding more time spent here, could be beneficial for the companies	7/30/2015 12:05 PM
6	If I had to complain about anything I would say the booth location. We had a neighbor in the innovation center (not apart of AI) that was blocking the view of a couple of the AI booths, I feel that it killed a lot of traffic our way but other than that I give the program 5 stars.	7/29/2015 2:46 PM
7	I would recommend to foster one-to-one communication with mentors and to have more of them engaged.	7/29/2015 2:17 PM
8	The only other changes I could see would be including different types of people in the help offered. The accelerator guys were great for the business pitch, but if there were marketing people on board to think about advertising, or engineers to assist in development. That would be great.	7/29/2015 2:01 PM

Q4 Was Pitch Camp valuable? What was most beneficial?

Answered: 8 Skipped: 0

#	Responses	Date
1	Yes, the repetition was tremendously helpful.	8/3/2015 10:14 AM
2	Yes	8/3/2015 9:50 AM
3	Yes. The ability to pitch in front of people who are helping improve your pitch was very good.	8/1/2015 10:50 PM
4	As for the IA guys, pitch camp was very helpful. I was telling Shelby that I really enjoyed having camp get increasingly more challenging. By starting with our core group and working up to Sunday morning, it was a great preparation for Tuesday evening.	7/31/2015 1:53 PM
5	It was very valuable. The most beneficial part was having so much feedback from a diverse group that helped perfect our pitch.	7/30/2015 12:05 PM
6	I feel that it was, I have done several presentations before so I think that I was pretty prepared/comfortable up front. I think that it was most beneficial to the ones who have not been on a stage before. What was the biggest benefit was getting fresh eyes on us to see what we were missing.	7/29/2015 2:46 PM
7	Undoubtedly, it was valuable. Feedback from experienced people in defining and formulating the value proposition was probably the most valuable element of the Pitch Camp.	7/29/2015 2:17 PM
8	It was valuable to have a panel of investors critique our pitch and then instantly redo it. That repetitive presentation really nailed down the message we were trying to deliver and helped with the confidence of public speaking	7/29/2015 2:01 PM

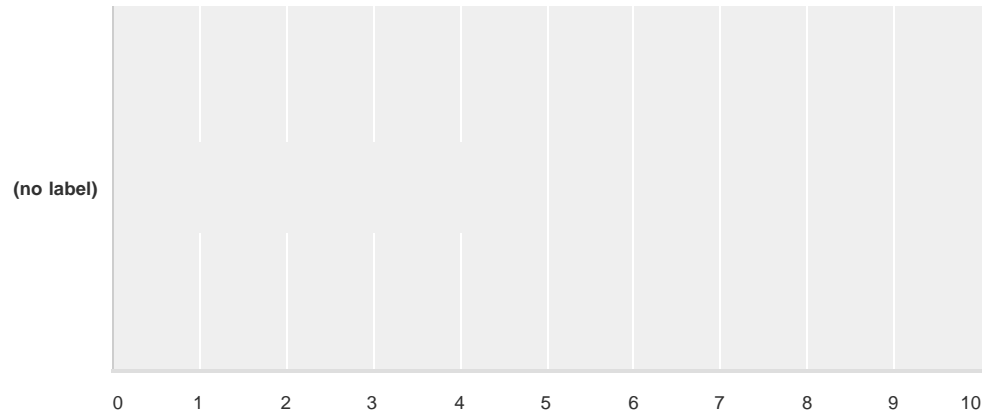
Q5 What suggestions do you have to improve Pitch Camp?

Answered: 8 Skipped: 0

#	Responses	Date
1	I thought it was great, I don't have any real valuable suggestions.	8/3/2015 10:14 AM
2	None	8/3/2015 9:50 AM
3	More time between pitches to allow for editing/ practices of new changes.	8/1/2015 10:50 PM
4	For the IA guys, we obviously did a ton of editing throughout Saturday (my self-conscious had to be evaluated throughout the day as well). We could have used more time in between pitch practices to change things as a team. If you guys remember us stepping out in the afternoon just as a group to talk without being disruptive, that was our most productive time. Maybe if you guys incorporate editing time into the schedule after each practice next year, and then assign one someone from your team to sit down with companies individually, that would be a huge help.	7/31/2015 1:53 PM
5	Just adding another day could help perfect out presentations and delivery. This would give teams more time to work on their pitches in between practices.	7/30/2015 12:05 PM
6	Possibly having the presentations in a basic format: PROBLEM SOLUTION MARKET SIZE TEAM WHAT WE ARE LOOKING FOR THANK YOU SLIDE I felt that some of the presentations were a little scattered and hard to follow or did not keep my attention.	7/29/2015 2:46 PM
7	No idea	7/29/2015 2:17 PM
8	More outsiders who don't know your product.	7/29/2015 2:01 PM

Q6 How well prepared did you feel you were for the Pitch & Mingle? Please rate.

Answered: 8 Skipped: 0



	Very unprepared	Somewhat unprepared	Neutral	Somewhat prepared	Very prepared	Total	Weighted Average
(no label)	0.00% 0	0.00% 0	0.00% 0	50.00% 4	50.00% 4	8	4.50

Q7 What feedback do you have on the Pitch & Mingle?

Answered: 8 Skipped: 0

#	Responses	Date
1	I thought it was a great event, I met a bunch of great contacts and it was a huge confidence booster.	8/3/2015 10:14 AM
2	None	8/3/2015 9:50 AM
3	It was a great event and we met lots of valuable people.	8/1/2015 10:50 PM
4	Well first off, it look great all thanks to Shelby and the intern team! Way to dress the place up. The P&M helped us quite a bit with some of the tough questions we were asked. We appreciated some of the feedback we received from more expert people to help us internally. I would probably encourage most investors to come by each table and offer something, mostly advice, the pro's and con's, considering they sit through these things constantly. Their experience would be helpful	7/31/2015 1:53 PM
5	This event was awesome, not only did the venue work very well with the individual tables but the atmosphere was very inviting and encouraging. The only thing that would have been nice would be a guest list that defined where each person was coming from or representing. If we could pinpoint investors, manufacturers, or other specific areas, this could have helped focus our attention on specific attendees	7/30/2015 12:05 PM
6	I felt that it was a very good event, again the AI team was spot on with having everything planned for and laid out. One thing that was frustrating was that there was several events planned for Tuesday night, I know that is out of the hands of the AI but maybe they can let EAA know for scheduling. At my booth after the event there were a lot of people who approached me that said they were at the event or herd that I pitched at the event, a lot of good feed back and gained the resources I needed.	7/29/2015 2:46 PM
7	Positive feedback on presentation, some interest from engineers, however no contacts neither with industry, nor with investors.	7/29/2015 2:17 PM
8	It could've been alittle more helpful on the PowerPoint side of things. We were told to remove the ask slide, then were scolded on not having one by investors after the actual pitch.	7/29/2015 2:01 PM

Q8 What value did you find AirVenture brought to your company?

Answered: 8 Skipped: 0

#	Responses	Date
1	I met soo many great people from potential buyers to suppliers. The exposure was awesome.	8/3/2015 10:14 AM
2	Potential customers and product feedback	8/3/2015 9:50 AM
3	To see the exception of UAVs and new technologies in the national airspace was very nice and to be apart of the change is very cool.	8/1/2015 10:50 PM
4	Some of the contacts we made were incredible. For instance, Audra's good friend Lisa who is one of the only UAS lawyers in the nation. She will be so valuable to us! Also the South African guys are going to be good friends, I can tell!	7/31/2015 1:53 PM
5	AirVenture has helped jump start our small startup and get us to a point, that we thought would take us months to get to. We created contacts that even on our own would never have found.	7/30/2015 12:05 PM
6	The biggest value that Airventure has brought to Grypshon is thier networking capabilities, now we have pre-orders, manufacturers, and distributors. Exactly what we are looking for.	7/29/2015 2:46 PM
7	We've got a help in defining our value proposition, created Executive profile and pitch deck, as well as exposed ourselves to public.	7/29/2015 2:17 PM
8	It brought focus to our company. Instead of doing everything for everyone, airventure narrowed our scope to what we do best.	7/29/2015 2:01 PM

Q9 What was your least favorite thing about AirVenture?

Answered: 8 Skipped: 0

#	Responses	Date
1	No being able to see all the cool planes outside!	8/3/2015 10:14 AM
2	None	8/3/2015 9:50 AM
3	It ended.	8/1/2015 10:50 PM
4	I never have any complaints about AirVenture!	7/31/2015 1:53 PM
5	My least favorite part was leaving. I loved everything that happened and didn't have any complaints.	7/30/2015 12:05 PM
6	Leaving	7/29/2015 2:46 PM
7	It would be better if we had more mentors from the industry available for informal communication during the program.	7/29/2015 2:17 PM
8	Listening to planes fly overhead and not being able to run out and look at them	7/29/2015 2:01 PM

Q10 How has the program positively affected your business?

Answered: 8 Skipped: 0

#	Responses	Date
1	I've got a list of people ready to buy and contacts to help me built my business.	8/3/2015 10:14 AM
2	We met potential investors, learned more about the industry, and got valuable product feedback.	8/3/2015 9:50 AM
3	The connections we obtained through this program and the focus we gained have been invaluable as a startup.	8/1/2015 10:50 PM
4	The program helped us internally so much. Being such a young company with so many possible directions, it allowed us to find direction and specific clarity on what we wanted to do first. I said all week, it forced us to do the yucky things we stalled on doing because we didn't ask ourselves the tough questions. Now we can focus on one target market and growing there rather than debating what we want to do as a company.	7/31/2015 1:53 PM
5	We have gained contacts that are incapable to have in the state that our business is in. We are now setup to grow at an exponential rate.	7/30/2015 12:05 PM
6	We had 35 pre-orders,(over \$2,000 of rev.) interested distributes and manufacturers.	7/29/2015 2:46 PM
7	It is too early to evaluate this now.	7/29/2015 2:17 PM
8	It has brought us closer to our potential customers and even some new ideas came out of this week.	7/29/2015 2:01 PM

Q11 Would you recommend the AeroInnovate accelerator program? Why or why not?

Answered: 8 Skipped: 0

#	Responses	Date
1	Yes 100% to anyone in my situation.	8/3/2015 10:14 AM
2	Yes	8/3/2015 9:50 AM
3	Yes, very much. The amount of resources available through the AeroInnovate program could help almost any startup company in the aerospace industry.	8/1/2015 10:50 PM
4	Absolutely, you guys did an incredible job helping us especially, considering we're all so young and have never really done any of this before!	7/31/2015 1:53 PM
5	I would highly recommend this program to any company trying to gain traction in the aviation industry. If you have the opportunity, take it and don't waste any of the resources.	7/30/2015 12:05 PM
6	Yes, definitely for anyone dealing with aviation, I would say if they could make whatever they are working on related to aviation just so they can be in the program. Audra, Shelby and the team did an amazing job with networking and getting peoples attention. The amount of media attention was impressive.	7/29/2015 2:46 PM
7	Yes, I would, because it is a true acceleration program.	7/29/2015 2:17 PM
8	Yes, I'd say if you're starting a business in the aerospace industry, AeroInnovate is a great accelerator program to try.	7/29/2015 2:01 PM

Q12 How can we continue to help moving forward?

Answered: 8 Skipped: 0

#	Responses	Date
1	I'm still exploring my options with the state of Wisconsin, so any help with that would be a tremendous help	8/3/2015 10:14 AM
2	Pass along our information to individuals who might be interested in our company.	8/3/2015 9:50 AM
3	Be able to contact the AeroInnovate team in the future utilizing thier help as we continue to grow the company.	8/1/2015 10:50 PM
4	Just staying in touch and being able to bounce off ideas with each other. The offer goes both ways however! If you guys have serious ideas you'd like to run by some of us, happy to give feedback your direction	7/31/2015 1:53 PM
5	By continuing to check in with us and keeping in touch would be fantastic. It is nice to know that we will be able to reach out for any further help.	7/30/2015 12:05 PM
6	Continuing the networking always helps. Within the next couple of days/weeks I will be reaching out to Aircraft Spruce so any introductions would be great! I would love to get a booth next year in one of the larger hangers to sell my products, if we could get a free booth or possible a discounted booth would be a huge help.	7/29/2015 2:46 PM
7	It would be very helpful if you continued linking us to people from industry and kept promoting our company in mass media.	7/29/2015 2:17 PM
8	Stay in contact	7/29/2015 2:01 PM

Q13 Would the program be more beneficial if it were 12 weeks instead of 8 weeks?

Answered: 8 Skipped: 0

#	Responses	Date
1	I think that if you could identify more overarching goals at the beginning it could benefit from 12 weeks.	8/3/2015 10:14 AM
2	It would allow for more time to polish pitches and work on a business plan.	8/3/2015 9:50 AM
3	8 weeks was a nice length for the program, allowing enough time for things to happen, 12 weeks may be a bit to long.	8/1/2015 10:50 PM
4	It would give companies a little more time to do quality work, but then again, you don't want to drag it out too long. I believe the 8 weeks worked just fine!	7/31/2015 1:53 PM
5	I believe it would have been. We could have spent two more weeks on our exec summary and pitches which could have better prepared us for the pitch and mingle.	7/30/2015 12:05 PM
6	Depends on the stage of the company, for Grypshon I do not think it would, possible if we were to put more on the "To Do List" for example we did the executive summary, maybe if we could do more structure work like that.	7/29/2015 2:46 PM
7	Don't think so, unless there are much more industry experts involved.	7/29/2015 2:17 PM
8	Probably not, unless it involved product development.	7/29/2015 2:01 PM

Q14 Would the program be more beneficial if there were multiple investor only events ending with the premiere night at AirVenture?

Answered: 8 Skipped: 0

#	Responses	Date
1	Yes events before AirVenture would especially benefit early stage companies that aren't used to exposure.	8/3/2015 10:14 AM
2	Yes	8/3/2015 9:50 AM
3	Yes, although having a more general crowd at a few events would be welcome as not all the connections we made were from investors but other people that could help in different areas such as manufacturing.	8/1/2015 10:50 PM
4	I believe having more intimate small group sessions with investors only during the week would definitely be helpful. Structuring it like two or three "investor discussions" maybe Monday & Tuesday night and then having the big Pitch & Mingle as almost a presentation in front of a larger crowd Wednesday would help for a few reasons. One, it takes all the pressure off the companies being in front of a larger crowd, you get the investors out of the way first, it allows groups to just be excited and really show off their stuff on the Wednesday night to a general crowd rather than being nervous about getting investors.	7/31/2015 1:53 PM
5	Yes. The more pitches we could have given the better. I don't think it would ever be a bad idea to add more opportunities to meet investors.	7/30/2015 12:05 PM
6	The more exposure the better, getting to personally know an investor is always good, I don't think that it should be investor ONLY, I would leave it open to anyone. I personally was looking more for distributes so having ONLY investors would not help as much.	7/29/2015 2:46 PM
7	Probably yes.	7/29/2015 2:17 PM
8	Potentially, If a company was looking to raise money.	7/29/2015 2:01 PM

Q15 Any other comments or suggestions for improvement?

Answered: 8 Skipped: 0

#	Responses	Date
1	Great job and thank you so much!	8/3/2015 10:14 AM
2	None	8/3/2015 9:50 AM
3	AeroInnovate is an awesome program and the 2015 team was amazing and everyone was very friendly and willing to help whenever they could. Thank you .	8/1/2015 10:50 PM
4	You guys were fantastic mentors, but also became great friends over the week! I really enjoyed Friday dinner and mingle, and all of our dinners to really get to know each other. Audra's hope for us to become a little family really worked out well because of that, I still have been texting people this week!	7/31/2015 1:53 PM
5	This program was amazing and I look forward to staying in touch and helping in any way I can. Can't wait for next year and enjoying another Airventure!	7/30/2015 12:05 PM
6	I really enjoyed having dinner with the teams, might bring the teams closer if you have something going on every night.	7/29/2015 2:46 PM
7	You can switch your con call account in international mode to grant free dial-ins from abroad, too. I would pay more attention on attracting mentors / industry insiders to share their thoughts, experience and connections. If you like, I can do link generation services for you.	7/29/2015 2:17 PM
8	Nothing other than great job! It was nice to meet everyone and all of the interns that helped out.	7/29/2015 2:01 PM

Q16 Name

Answered: 7 Skipped: 1

#	Responses	Date
1	Nick Sinopoli	8/3/2015 10:14 AM
2	Justin Bentsen	8/1/2015 10:50 PM
3	Christian	7/31/2015 1:53 PM
4	Pierce Thomas	7/30/2015 12:05 PM
5	Tom Joseph Burden Grypshon Industries	7/29/2015 2:46 PM
6	Edgar	7/29/2015 2:17 PM
7	Chris Schmidt	7/29/2015 2:01 PM

APPENDIX I – Five Year Budget

	A	B	C	D	E	F	G	H	I	J	K	L
1	AeroInnovate Budget 2016-2020											
2												
3				2016		2017		2018		2019		2020
4	Revenue											
5			Department of Defense Grant	\$ 197,201.00		\$ 188,561.00		\$ -		\$ -		\$ -
6			Winnebago County	\$ 15,000.00		\$ 15,000.00						
7			Wisconsin Economic Development Corp.	\$ 100,000.00		\$ 50,000.00		\$ 50,000.00				
8			UW Oshkosh	\$ 38,874.00		\$ 38,874.00		\$ 35,000.00				
9			Sponsorships	\$ 50,000.00		\$ 150,000.00		\$ 200,000.00		\$ 250,000.00		\$ 400,000.00
10			Returns on investment/revenue participation	\$ -		\$ -		\$ -		\$ -		\$ 30,000.00
11			Reserve	\$ -		\$ 98,472.25		\$ 250,944.00		\$ 226,739.19		\$ 163,762.90
12			Total	\$ 401,075.00		\$ 540,907.25		\$ 535,944.00		\$ 476,739.19		\$ 593,762.90
13	Expenses											
14			Staff									
15			<i>AeroInnovate Director salary</i>	\$ 65,000.00		\$ 65,000.00		\$ 68,250.00		\$ 70,297.50		\$ 72,406.43
16			<i>AeroInnovate Director benefits</i>	\$ 36,725.00		\$ 36,725.00		\$ 38,561.25		\$ 39,718.09		\$ 40,909.63
17			<i>Program Coordinator Salary .25TE</i>	\$ 8,750.00		\$ 8,750.00		\$ 9,012.50		\$ 9,282.88		\$ 9,561.36
18			<i>Program Coordinator benefits</i>	\$ 4,943.75		\$ 4,943.75		\$ 5,092.06		\$ 5,244.82		\$ 5,402.17
19			<i>Interns</i>	\$ 9,152.00		\$ 9,152.00		\$ 9,856.00		\$ 14,000.00		\$ 15,000.00
20			Seed funding for participants	\$ 50,000.00		\$ 50,000.00		\$ 50,000.00		\$ 50,000.00		\$ 100,000.00
21			Recruitment, misc marketing costs	\$ 10,000.00		\$ 10,000.00		\$ 10,000.00		\$ 10,000.00		\$ 15,000.00
22			Supplies	\$ 6,500.00		\$ 6,500.00		\$ 6,500.00		\$ 6,500.00		\$ 10,000.00
23			gener8tor Contract	\$ 18,000.00		\$ 10,000.00		\$ -		\$ -		\$ -
24			Travel conferences and training	\$ 18,599.00		\$ 17,959.50		\$ 12,000.00		\$ 12,000.00		\$ 12,000.00
25			Memberships	\$ 12,000.00		\$ 12,000.00		\$ 12,000.00		\$ 12,000.00		\$ 12,000.00
26			Office Costs	\$ 4,248.00		\$ 4,248.00		\$ 4,248.00		\$ 4,248.00		\$ 4,248.00
27			Facility rentals	\$ 4,685.00		\$ 4,685.00		\$ 4,685.00		\$ 4,685.00		\$ 7,500.00
28			Webinars	\$ 4,000.00		\$ 4,000.00		\$ 4,000.00		\$ 4,000.00		\$ 4,000.00
29			Website updates	\$ 5,000.00		\$ 1,000.00		\$ 5,000.00		\$ 1,000.00		\$ 5,000.00
30			Survey costs	\$ 5,000.00		\$ 5,000.00		\$ 5,000.00		\$ 5,000.00		\$ 10,000.00
31			Faculty assistance costs	\$ 25,000.00		\$ 25,000.00		\$ 25,000.00		\$ 25,000.00		\$ 50,000.00
32			Social aspects of programming	\$ 15,000.00		\$ 15,000.00		\$ 15,000.00		\$ 15,000.00		\$ 30,000.00
33			Add programming elements					\$ 25,000.00		\$ 25,000.00		\$ 25,000.00
34	Total Expenses			\$ 302,602.75		\$ 289,963.25		\$ 309,204.81		\$ 312,976.29		\$ 428,027.59
35												
36	Total Over/Under			\$ 98,472.25		\$ 250,944.00		\$ 226,739.19		\$ 163,762.90		\$ 165,735.32

