PAUL J. HOLLOWAY PRIZE

INNOVATION-TO-MARKET COMPETITION

BUD ALBIN CHALLENGE

APRIL 25, 2014

UNIVERSITY OF NEW HAMPSHIRE

1988 - 2014
CELEBRATING ENTREPRENEURSHIP
HAROLD C. “BUD” ALBIN, JR. ’55

BUD ALBIN is an active and generous supporter of his alma mater, most notably in the area of entrepreneurship and business development.

After working full-time and attending the University of Maryland part time, Bud Albin enrolled at the University of New Hampshire. Following graduation, Albin entered the U.S. Navy Officer Candidate School in Newport, Rhode Island, and became a Naval Aviator. He was attached to squadrons in Georgia, Rhode Island and Virginia, piloting all weather fighter/interceptors.

In 1961, Albin joined a small company that manufactured steel parts. He continued his active participation in the Naval Reserve in flying status and was promoted to Officer-in-Charge. Albin retired from the Naval Reserve in 1978 at the rank of Captain.

While serving in the Reserve, he founded Albin Industries, which sold copying supplies. Shortly after its start-up, Albin expanded the company to include the sale and servicing of copier and fax machines. When sold to Konica Business Machines in 1995, Albin Industries had grown to a business employing 185 people.

In honor of his fiftieth class reunion, Albin established the endowment that bears his name to encourage and advance entrepreneurship within the Peter T. Paul of Business and Economics and support activities related to entrepreneurship, primarily in New Hampshire.

The Albin Entrepreneurship Fund supports faculty and administrative programs that link students with entrepreneurs; provides consulting support for new start-up companies; supports lectures and in-residence programs; funds external entrepreneurship competitions; and brings UNH students, faculty, and industry experts to the larger community.

Albin earned his MBA degree from Wayne State and completed Harvard University’s Owner/President Management program.
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Student Contenders

Chakula Tanzania (Swahili for Tanzanian Food)

Chakula Tanzania (Swahili for Tanzanian Food) is a market-based alternative to traditional aid relief in Africa. Our mission is to provide affordable, non-perishable food to low-income people living in East Africa, to link fishermen and farmers to more lucrative markets, and to maintain healthy, sustainable profits for the company. We intend to connect geographically isolated fishermen and farmers to high population density areas by purchasing dried fish and dried grains in volumes large enough to achieve economies of scale, covering processing, packaging and shipping costs that are prohibitively expensive to artisanal fishermen and subsistence farmers.

Jacob Iselin, MBA, PAUL
Faculty Adviser: Robert A. Gough Jr., Ph.D.

Dia-BEAT-it

Dia-BEAT-it is a game-based app designed to help adolescents who have Type 1 diabetes manage their disease and avoid psychological complications commonly associated with this condition. Targeted at girls and boys ages 12-18 with diabetes, the app combines gaming and social media to create an innovative management tool. Players input diabetes tasks to advance to future levels and can compete against other users as well as message them through a chat function. Dia-BEAT-it has the ability to change the lives of the 450,000 adolescents in the U.S. living with this disease by making them healthier, happier, and more motivated to beat diabetes.

Emily Stone, PAUL
Faculty Adviser: Andrew Earle, Ph.D.

EquiOxer

The mission of EquiOxer is saving equestrians time, money, and labor on their jumps. An “oxer” is a type of horse jump made up of 2 poles and 4 uprights, called “standards.” Standards each have a jump “cup” attached. The ends of the poles are placed in the cups. Placing the poles parallel to each other creates an oxer, a wider style jump. EquiOxer is a telescopic jump extension that eliminates the need for the second set of standards. Made of aluminum; it’s lightweight and requires no maintenance. Customers will love the innovation, ease of use, and low cost benefits.

Andrea Manley, MBA, PAUL
Faculty Adviser: Robert A. Gough Jr., Ph.D.
Flow and Grow

Flow and Grow is a nutrient recycling company offering environmentally friendly options for infrastructure and portable toilet retrofitting as a means of diversion and collection of urine to be used as a nitrogen rich fertilizer. This service aims to reduce nitrogen pollution and wastewater treatment costs by diverting waste into a marketable product.

Adam Carignan, *CEPS*
Elizabeth McCrary, *PAUL*
*Faculty Adviser:* Nancy Kinner, Ph.D. and Marc C. Sedam, MBA

Going Outfitters

Going Outfitters is a combined online social media and commerce site for all things fashion. Going Outfitters brings together fashion services like personalized style with fitting advice, fashion networking, discount sales, and subscription rentals of chic and trendy “Going Out” clothing in one customizable fashion portal. Going Outfitters is a place where designers, vendors, wholesalers, bloggers, fashionistas and the everyday girl can connect over clothes. Through its many services, Going Outfitters will monetize social media for retail by maintaining the social aspect of shopping while providing a cost-effective solution to "Going-Out" clothes on one community-oriented and user-friendly e-commerce site.

Emma Vaillancourt, *MBA, PAUL*
*Faculty Adviser:* Robert A. Gough Jr., Ph.D.

Granite State Ventures: TiltOne

*Granite State Ventures (GSV)* is dedicated to providing sustainable solutions to the world and its citizens. Through maximizing power generation and collection efficiency using the TiltOne system, GSV aims to provide all commercial facilities with alternative solutions that eliminate the need for outdated power sources. TiltOne has incorporated a number of existing technologies that address present issues with current power point tracking solar panels for commercial facilities. Specifically, GSV has improved upon existing panel design by recovering lost energy from extreme surface temperatures, and reduced the energy required to power the system, resulting in a higher net power generation.

Daniel Crowley, *PAUL*
Bridget Fay, *PAUL*
Jeffrey Moore, *CEPS*
Andrew Nelligan, *CEPS*
*Faculty Adviser:* Jeffrey Sohl, Ph.D.
PAPAyA Prevention

PAPAyA Prevention is a daily male contraceptive pill which drastically reduces the chance of unplanned pregnancy. With the first administered dose, this all natural papaya based pill creates a measurable decrease in sperm concentration, motility and viability. After three months of daily oral ingestion, the PAPAyA Prevention user becomes azoospermic, void of all sperm. Effects are reversible as fertility is restored back to normal within 150 days of stopped usage. The all-natural papaya seed base is nontoxic and has no negative effect on hormones or libido, giving men the ability to safely and non-invasively control their reproductive system.

Brian Bissonette, PAUL
Gregory Cuoco, PAUL
Jacob Lang, PAUL
Cameron Perl, CEPS
Faculty Adviser: Marc C. Sedam, MBA

SensaPop!

SensaPop!’s state of the art technology will provide the exact population of the University of New Hampshire gym to users through their mobile devices. SensaPop! will have great features that allow students to RSVP racquetball courts, provide information of events at the gym and popular classes like the Reebok Cycling class. This low-cost application has much room for growth and can be implemented in many facilities in the Durham area, as well as in other universities. Moving to different facilities and universities will increase our popularity around New England and allow more and more users to use our application.

Derek Cummings, PAUL
Erin Donohue, PAUL
Emily Faller, PAUL
Eric Muise PAUL
Faculty Adviser: Marc C. Sedam, MBA

SheetWriter, Inc.

SheetWriter LLC will produce, sell, and support Smartphone and Tablet applications. The purpose of these will be primarily to translate live sound into Sheet Music; secondarily these products will have the ability to mathematically define works of music. The intended products will be targeted to a broad market of all music enthusiasts, with a focus on professional musicians with regards to the mathematical derivations. SheetWriter LLC endeavors to increase access to Sheet Music generating technologies, and to raise awareness of the implications of music math within the world of Copyrighting of musical works.

Tyler Allen, MBA, PAUL
Faculty Adviser: Jun Li, Ph.D.
SkiSmart

SkiSmart is a personalized mountain guide that offers skiers and riders the information they need to navigate the mountain like a local legend. The mountain’s conditions are constantly updated and projected to the user to keep them aware of snow conditions as well as skier traffic and congestion levels. These factors sync the rider’s desired experience to recommend the most opportune and safe routes on the mountain. This keeps them ahead of the crowds and helps them find the best snow on the mountain. SkiSmart works for you, making any mountain your mountain.

Bence Cserna, GRAD, CEPS
Kristopher Hopkins, CEPS
Cole Jailet, PAUL
Curtis Lush, CEPS
Faculty Adviser: Andrew Earle, Ph.D.

Songstress

Songstress provides an easy-to-use shopping cart interface that allows artists to monetize their original content and live performances already uploaded to video sharing websites such as YouTube. With just a couple of clicks, artists can auto-populate a “Buy it Now” link to the description of their existing media. Consumers now have access to an untouched market of music through a simple shopping cart platform. Songstress bridges the gap between users having to stream their favorite music and having it permanently loaded onto their mobile devices; it utilizes the convenience of iTunes-synced music with YouTube’s diverse content margin.

Edward Bernson, PAUL
Jonathan Child, COLA
Zachary Polio, COLA
Faculty Adviser: Marc C. Sedam, MBA

SunRaise

SunRaise aims to fill the missing link between large capital markets and distributed solar generation. SunRaise will do this via our online marketplace for third-party financing Power Purchase Agreements (PPAs) in New England. Our advantage lies in unique software and innovative financing methods. The software minimizes the non-hardware costs associated with solar energy projects, by bringing together hosts, developers, investors, and financiers using software. SunRaise Software enables solar developers to quote, sell, and finance the solar PPAs that their customers demand.

Matthew Doubleday, PAUL
Daniel Lambert, PAUL
Faculty Adviser: Ahmad Etebari, Ph.D.
The Car Compass

When was the last time you could not remember where you parked? Do not waste time fiddling with a Smartphone application or memorizing a zig-zag of streets back to your car; we have a solution for you. The Car Compass is a small key fob device that attaches to your vehicle keys and points the user in the direction of his or her vehicle with a simple press of a button. It is clear that a more elegant solution is required; and that is why people use their panic button to find their lost vehicle. Finding your vehicle is as simple as pressing a button.

David Chadwick, CEPS
Caleigh MacPherson, GRAD, CEPS
Matthew Standley, GRAD, CEPS
Faculty Adviser: Marc C. Sedam, MBA

ThoughtSoko

Every day, millions of individuals and corporations—from executives brainstorming for a new brand name, to an institution seeking a new logo—face challenges that require time and creativity to solve. At the same time, millions of others are connected to the global network but idle. ThoughtSoko aims to connect these two groups in a web-based marketplace where customers will post challenges—each with a monetary reward—to be solved by thinkers all over the world. Thinkers will also vote for the solutions which best meet the customer's needs, so that both the creative and selection processes are efficiently crowd sourced.

Toby Dewhurst, GRAD, CEPS
Daniel Savage, CEPS
Faculty Adviser: Fiona Wilson, Ph.D.

Un-loseable

Un-loseable is an app for Android smartphones which allows users to keep track of their device's location via Un-loseable.com, substantially reducing the risk of losing their device. Un-loseable will also automatically upload an image from both front- and rear-facing cameras and fresh GPS coordinates right before the device powers down. In addition, users can remotely trigger this camera feature from Unloseable.com, as well as a host of other functions designed to make it easy to find their lost device. Unloseable.com logins are handled via user Gmail accounts, making account creation and lost device recovery a snap. Never lose your phone again!

James Scott, COLSA
Faculty Adviser: Sanjeev Jha, Ph.D.
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Judges

Todd Boucher*, Principal & Founder, Leading Edge Design Group

Steve Bracy*, Director of Marketing, Newforma, Inc.

Michael A. Bryan, Sr.*, Financial Consultant, Retirement Income Specialist and Financial Planner, Wells Fargo
Owner/Partner, Wentworth by the Sea Marina

Joshua Cyr*, Founder, Alpha Loft

Scott Filion*, President, Velcro – Velcro Americas

Andrea Kokolis*, Vice President-Human Resources, Newforma, Inc.

Tom ‘TK’ Kuegl er, Co-Founder & General Partner, Wasabi Ventures

Carol N. Lacroix*, Retired CFO

Michael Marsh, Entrepreneur

Lennart C. Morander*, Founder, Abrasive Contour

Shibanarayan ‘Shiva’ Panda*, President/CEO, Newport Computer Services, Inc.

Jeffrey M. Pollock, Managing Director, MB Growth Partners, LLC

John R. Shaw, CEO & Co-Founder, Itaconix Corporation

John St. Pierre, Vice President of Operations, LEGACY Holding Company

Sebastian Titz*, Ph.D., Manager of New Ventures, 3M New Ventures

* University of New Hampshire Alum
Innovation-to-Market Competition
Schedule of Events

Charles & Miriam Nelson Poster Competition
April 23, 2014
12–2:00 P.M.

Bud Albin Challenge
April 25, 2014
1-4:00 P.M.

Paul J. Holloway Prize Championship
May 7, 2014
1-6:00 P.M.
PAUL J. HOLLOWAY

PAUL J. HOLLOWAY is an accomplished and energetic business leader and a highly successful entrepreneur. A graduate of Temple University, he began his career in the automotive industry as a district manager of Buick Motor Division. In 1967, he invested all of his assets in a Buick-Pontiac dealership in Exeter, N.H., that had sold only 90 new and used cars the previous year, and renamed it Dreher-Holloway.

As he built the business into one of the largest dealerships in New Hampshire, Holloway always stressed customer service and client satisfaction. He has won numerous industry awards, including Time magazine “Quality Dealer of the Year”.

Holloway generously shares his knowledge and experience. As president of the 19,500 member National Automobile Dealers Association from 1998-1999, he worked to rebuild the trust between dealers and car manufacturers and took the lead on legislative matters for the organization, maintaining ties with key legislators in Washington.

In addition to his automotive enterprises, Mr. Holloway was a partner in the Clipper Nursing and Retirement Homes until he sold the business in 1997 and is presently an owner of the Wentworth Marina in New Castle, NH.

Holloway has a strong commitment to public service. He has served as chair of the University System of New Hampshire (USNH) Board of Trustees and spearheaded fundraising programs at Temple University, Governor Dummer Academy, and the New Hampshire Charitable Foundation, and has been recognized for his work on behalf of education in the state. He has received the Robert Frost Contemporary American Award, the University of New Hampshire Alumni Association Profile Service Award, the USNH Chancellor’s Award, and an honorary doctorate from the University of New Hampshire. Recent honors include the naming of Holloway Commons dining hall in recognition of significant contributions to the university’s programs. He was also selected as one of New Hampshire’s ten most powerful people by Business NH Magazine and was awarded the David C. Knapp Award for Trusteeship by the New England Board of Higher Education.

Holloway currently serves as chair of the NH Community College System and has served as a NH lottery commissioner for the past nine years. He is a past member of the Business School Dean’s Advisory Board at the University of NH.
PAUL J. HOLLOWAY PRIZE
INNOVATION-TO-MARKET COMPETITION

The Paul J. Holloway Prize Innovation-to-Market Competition honors the student team submitting the best strategies for starting, acquiring, or expanding a business venture. Now in its 26th year, the competition leads to the presentation of cash awards to the winning teams and the runners-up for plans that demonstrate significant opportunities for innovation and growth, capital gain, and the potential for implementation.

Holloway’s wife Anna Grace, son Scott, and daughter Debra established the competition to honor his achievements and contributions to the educational and business communities throughout the region and to stimulate, recognize, and reward the entrepreneurial spirit that is so evident in his own career.