

OCTOBER 2015

**10/20 Entrepreneur Bootcamp:
Lean Startup 101**
3:30 PM – 5:30 PM

Learn the fundamentals of Lean Startup and work alongside entrepreneurial mentors to outline your business model in an interactive format.

**10/29 Entrepreneur Roundtable:
Katie Rice, Epic Ventures**
3:30 PM – 5:30 PM

Katie will provide an overview of venture capital including creating a personalized strategy and best practices for raising a first round.

NOVEMBER 2015

11/17 Entrepreneur Office Hours
3:00 PM – 5:00 PM

Business experts and serial entrepreneurs answer challenging startup questions, help outline action plans, and define critical milestones for startups in this two hour interactive session.

DECEMBER 2015

**12/1 Center for Collaboration &
Commercialization (C3)**

Open House
3:00 PM – 5:00 PM

12/15 Holiday Startup Social
5:00 PM – 7:00 PM

Meet key players in Albuquerque's growing startup ecosystem and network with other entrepreneurs.

JANUARY 2016

**1/14 Launch Entrepreneur
Bootcamp Series**
12:00 PM – 5:00 PM

Learn fundamentals of the Lean Startup methodology, business models, designing customer experiments, and defining a critical path to commercialize technology.



FEBRUARY 2016

**2/11 Entrepreneur Bootcamp
Series: Value Proposition Design**
12:00 PM – 5:00 PM

Learn from the best in this hands-on workshop to refine your business model starting with your value proposition, the cornerstone of building great products.

**2/25 Entrepreneur Roundtable:
Chris Yeh and Jeffery Abbott,
Wasabi Ventures**
11:00 AM – 1:00 PM

Learn about an action oriented, four-stage process for technology transfer and commercialization. The Wasabi Ventures Academy assists participants to become successful startup founders, work more effectively with teams, attract funding for maturation and identify the right technology with commercial potential.

2/3 TVC Entrepreneur Training
2/10 TVC Entrepreneur Training
2/17 TVC Entrepreneur Training
2/24 TVC Entrepreneur Training
11:45 AM – 1:00 PM

This training is designed to provide knowledge and frameworks on how to package a novel technology into a compelling business plan as well as a highly attractive investment opportunity.

MARCH 2016

**3/17 Entrepreneur Roundtable:
Lawrence Chavez, Lotus Leaf
Coatings**
3:00 PM – 5:00 PM

Lawrence Chavez, a serial entrepreneur and angel investor, will outline the key performance metrics that illustrate the health of a startup. Learn why investors focus on specific metrics and why it's critical for you to understand them.

APRIL 2016

**4/14 Entrepreneur's Guide to
Navigating Sandia's Legal Process**
3:00 PM – 5:00 PM

This workshop is designed to help Sandians navigate the internal Licensing and Intellectual property process for commercializing technology with a goal to bring more products to market.

MAY 2016

**5/16 Entrepreneur Workshop:
Design Thinking MVP**
12:00 PM – 5:00 PM

This step-by-step workshop is a design challenge focused on building a foundation of design thinking knowledge you can apply directly to your startup.

JUNE 2016

6/2 TVC Entrepreneur Training
6/9 TVC Entrepreneur Training
6/16 TVC Entrepreneur Training
6/23 TVC Entrepreneur Training
11:45 AM – 1:00 PM

JULY 2016

**July 28 Entrepreneur Exploration
Summer Happy Hour**

Mingle with fellow Sandians, local entrepreneurs, business and community leaders in Albuquerque while you sip some tasty local craft beer from New Mexico micro-breweries.

AUGUST 2016

**TBD Entrepreneur Roundtable:
The Science of Wit Ale, Abbey
Brewing**

Learn about the interactions between beer and food and how different mixtures of the same basic ingredients — hops, barley, yeast, and water — create the entire palette of beer flavors for all the 4,300 breweries now operating in the United States.

September 2016

**TBD Entrepreneur Bootcamp
Series: Roadmap to the VC Pitch**
12:00 PM – 5:00 PM

A "big idea" needs to solve a big problem for a core group of users. A great pitch shows a venture capitalist why the problem must be solved using your solution. Participants walk out with the first 30 seconds of their pitch.

