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ANNUAL REPORT

10 YEARS OF ENTREPRENEURSHIP

LETTER FROM THE FOUNDER

This academic year I'm incredibly proud to say that Columbia Entrepreneurship Innovation and Design ("Columbia Entrepreneurship") is celebrating a major milestone; 10 years of supporting and enhancing Columbia's vibrant entrepreneurship ecosystem. And while the next decade promises extraordinary growth and potential for our brilliant community of students, faculty, alumni, and administrators, I wish to take a moment to acknowledge how the landscape has changed since the inception of our efforts in 2013 and how central our efforts have become to the core of Columbia University's mission as one of the great research universities in the world.

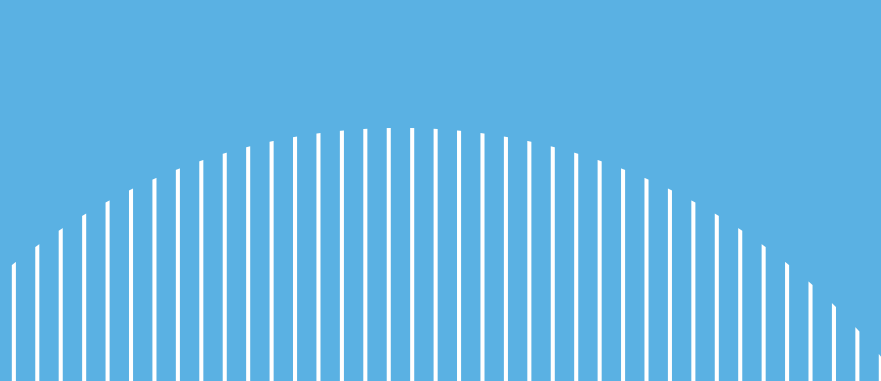
Columbia Entrepreneurship was founded at the direction of University President Lee C Bollinger and the University Trustees based on the strong belief that there was a burgeoning community of Columbia entrepreneurs, innovators and change makers who would benefit deeply from greater university attention and resources. Bill Campbell, then the Chair of the Board of Trustees, and Lee Bollinger, asked me, as the Special Adviser to the President and former Trustee Vice Chair, to assemble a team of top practitioners in the entrepreneurship and innovation spaces, with the mandate to seek out, support, invigorate, accelerate, and motivate Columbia's people, programs and culture around innovation, creativity, and entrepreneurship.

What ensued was the emergence of an incredibly vital and deeply motivated population of brilliant entrepreneurs: 7,500 students engage in entrepreneurship programming EACH YEAR across Columbia schools, and thousands more faculty and alumni harness their incredible talents to achieve one of the most robust entrepreneurship

communities in the United States. It has been our privilege each year to help this community gather in new and interdisciplinary ways to explore problems more deeply and to build products that matter with skill and care.

Today, over 50 new classes have been created across Columbia; 21 nodes of entrepreneurship coordinate their efforts more effectively and all eighteen of Columbia's undergraduate and graduate schools and institutes engage in the exploration of complex issues and the development of real time solutions and approaches. We've also established two world class, dedicated spaces for Columbians to build their ventures and businesses: the Columbia Startup Lab Morningside (for students) and the Columbia Startup Lab Soho (for alumni). Through these, and many other programs we've established and supported, it has become abundantly clear that the full potential and might of the Columbia entrepreneurship ecosystem powers much of the transformation of the University into an agent of positive change for an increasingly complex world.

There are many examples of this exponential growth in Columbia's innovation and entrepreneurship communities, which are more deeply explored in this report. To headline just a few: in 2022, Columbia founders raised \$19.4 billion for their ventures and Columbia entrepreneurs can be found running their businesses in 55 countries around the world in industries from fashion to fintech, healthcare to climate tech. They are impacting such important issues as educational outcomes and health disparities. In the last 10 years Columbia Entrepreneurship has provided \$4 million in grants to faculty for innovative interdisciplinary classes that have touched over 9,000 students and we've given out over \$3,000,000 in



non-dilutive funding to founders through a competition that has engaged over 2,500 student founders and 500 alumni judges. Over 700 alumni have called the Columbia Startup Lab their headquarters and cumulatively they have raised over \$100 million in equity and achieved over \$115 million in exits and acquisitions. In this report you will get a deeper look at the programming that has helped produce this impact as well as a more granular annual view of the robust resources that are available to Columbia founders and innovators.

As we look forward to the next 10 years of Columbia Entrepreneurship, the heart of our mandate remains: we continue to connect and empower the innovation centers that exist through each of Columbia's Schools and Institutes and create new opportunities for cross disciplinary innovation through resources, programming and classes for students and alumni of the University. We are grateful for the continued encouragement from the President's and Provost offices, the leadership from our University Trustees, the guidance from our Advisory Council, and the outstanding partnerships we have formed with School Deans and Faculties. And of course, at the very core of what we do are our extraordinary alumni and our brilliant students.

A very special thanks are due to President Lee Bollinger for his foresight and unwavering support of our efforts; to Chris McGarry, for his ten years of exemplary service to our team, and of course to Bill Campbell ("The Trillion Dollar Coach") the late Chair of our Board of Trustees, who continues to serve as our daily inspiration to "just get it done!"

"GO LIONS!"



Richard E. Witten | '75CC | Special Advisor to the President of Columbia University; Founder, Columbia Entrepreneurship, Innovation, and Design; Vice Chair emeritus, Columbia Board of Trustees

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CEID ADVISORY COUNCIL



From left to right:

Dr. Amol Sarva '98CC | Co-Founder & CEO, Knotel

Sarah Holloway '03SIPA | Serial Entrepreneur & Professor, Columbia SIPA

Ben Fried '88CC | CIO, Google

From left to right:

Lew Frankfort '69BUS | Co-Founder, Benvolio Group

Jolyne Caruso-Fitzgerald '81Barnard | Vice Chairman, Global Wealth Management, UHNW at UBS

Donnel Baird '13BUS | Founder, BlocPower



From left to right:

Jesse Coors-Blankenship '10GSAPP | Co-Founder of Parkway Venture Capital; Founder, Frustum (Acquired)

Kesha Cash '10BUS | Founder, Impact America Fund

Jared Hecht '09CC | Co-Founder and CEO at Fundera



From left to right:

Mark Redman '95LAW | VP and Co-General Counsel, Hearst Foundation

Liz Wilkes '13BUS | Founder & CEO, Exubrancy

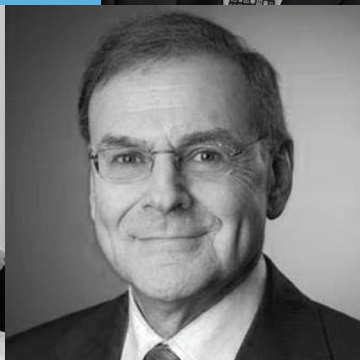
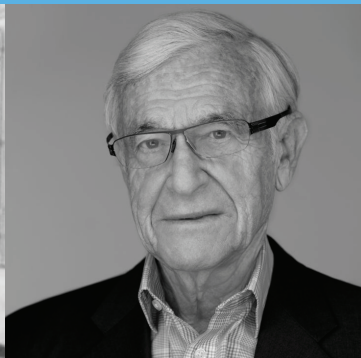
George Yancopoulos '80CC, '86GF, '87CUMC | Co-Founder, President & CSO, Regeneron Pharmaceuticals

From left to right:

Shawn Edwards | CTO, Bloomberg

Cyrus Massoumi '03BUS | Founder, Humbition & ZocDoc

Alan Patricof | Founder & Chairman Emeritus at Greycroft, Founder & Chairman of Primetime Partners



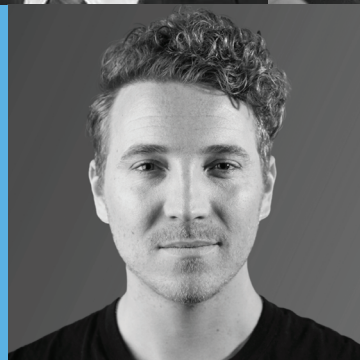
From right to left:

Deborah Jackson '80BUS | Founder & CEO, PlumAlley


Phil Satow '63CC | Chairman of the Board of Directors, JDS Therapeutics

Jeff Witten, CC/CBS/LAW

Shane Snow, JRN



10 YEAR STATS



3,000+
FOUNDERS



50
NEW COURSES
CREATED ACROSS
COLUMBIA



ALL
COLUMBIA
SCHOOLS AND
INSTITUTES
ENGAGED

EVERY YEAR

 COLUMBIA
STARTUP LAB

7,500+

STUDENTS ENGAGED
IN ENTREPRENEURSHIP
AND DESIGN

\$6.5M

GIVEN BY COLUMBIA
TO FOUNDERS

21

INNOVATION NODES
AROUND COLUMBIA
DEDICATED TO FOSTERING
ENTREPRENEURSHIP
AND DESIGN

71

ALUMNI ENTREPRENEURS
JOIN THE COLUMBIA
STARTUP LAB IN SOHO

2022

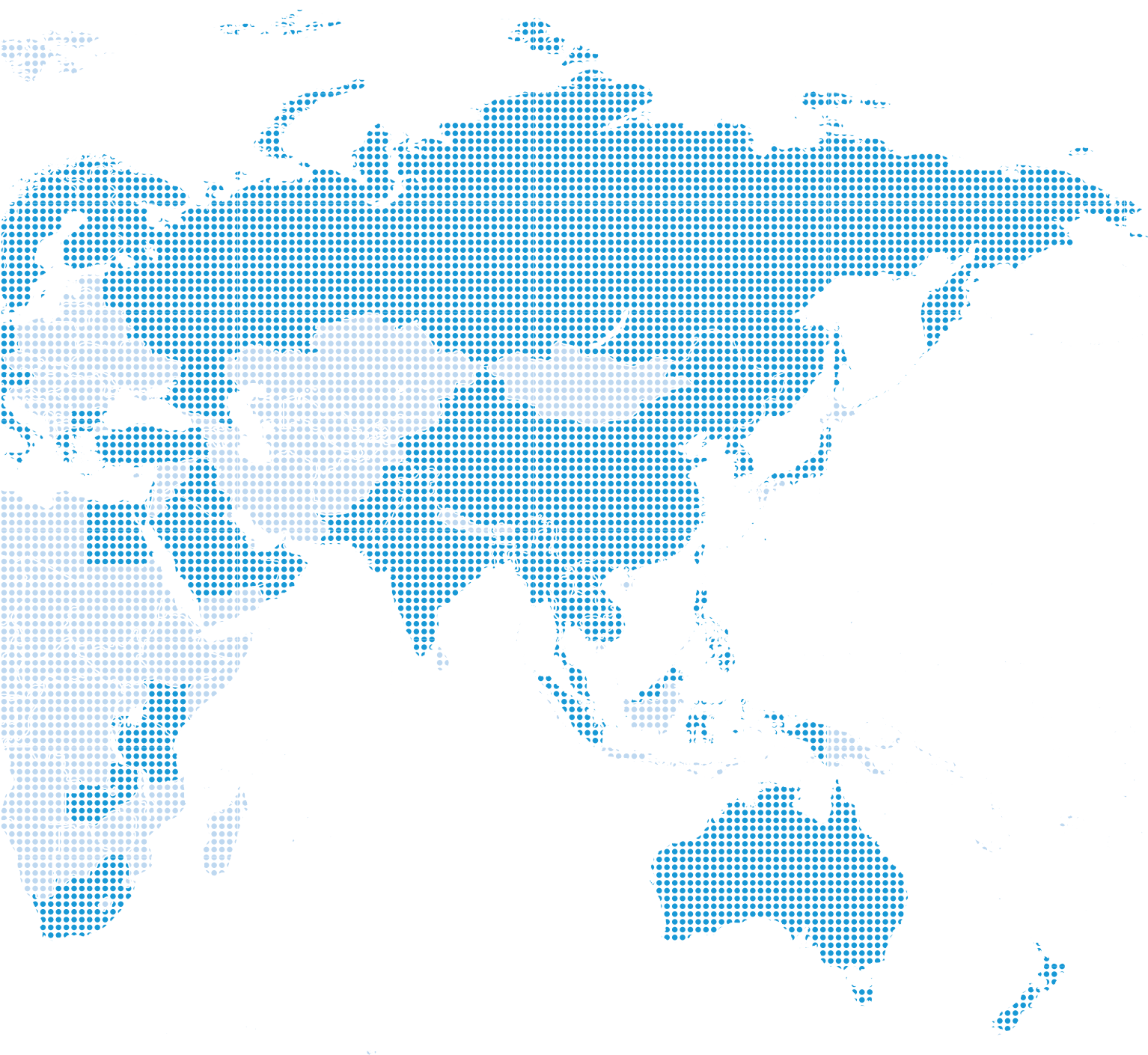
\$19.4B

RAISED BY COLUMBIA
ENTREPRENEURS



COLUMBIA ENTREPRENEURS ARE ALL
OVER THE WORLD, BUILDING COMPANIES,
IMPACTING COMMUNITIES, AND
CREATING AN EXTENSIVE INTERNATIONAL
NETWORK. HERE'S A SNAPSHOT OF
COLUMBIA STARTUP HEADQUARTER
LOCATIONS, POWERED BY CRUNCHBASE.

GLOBAL IMPACT ENTREPRENEUR NETWORK



Algeria	China	Indonesia	Myanmar	Saudi Arabia	Turkey
Argentina	Colombia	Ireland	Netherlands	Sierra Leone	UK
Australia	Cyprus	Israel	New Zealand	Singapore	United Arab Emirates
Austria	Egypt	Italy	Norway	South Africa	US
Bangladesh	El Salvador	Japan	Pakistan	South Korea	Vietnam
Bermuda	France	Kenya	Peru	Spain	
Brazil	Germany	Kuwait	Philippines	Sweden	
Bulgaria	Ghana	Lebanon	Puerto Rico	Switzerland	
Canada	Hong Kong	Malaysia	Russia	Taiwan	
Chile	India	Mexico	Rwanda	Thailand	

ACADEMIC IMPACT: SUPPORTING IDEATION AND INNOVATION THROUGH CLASSES AND PROGRAMMING

Columbia Entrepreneurship supports programming throughout the University, and creates new classes, programs, and support with our collaborators in order to support entrepreneurs in every discipline and in every part of their innovation journey.

VENTURING TO CHANGE THE WORLD 66 STUDENTS EACH YEAR

Taught to Columbia's undergraduate students, Venturing to Change the World introduces the intellectual foundations and practical aspects of entrepreneurship. The class explores the entrepreneurial mindset, team formation, idea selection, how ideas become products with markets, and the key steps in building a venture. The scope is commercial as well as social, and the course is appropriate for anyone who will operate in a society increasingly animated by entrepreneurial activity.



MAKING HISTORY THROUGH VENTURING 50 STUDENTS EACH YEAR

In the age of accelerating change, innovation is moving from an accidental, artisanal process to a large-scale societal machinery. Building on Venturing to Change the World's overview, this course delves into the philosophy, economics, history, sociology, engineering, finance and management topics that animate powerful commercial and social ventures.





HACKING FOR DEFENSE

35 STUDENTS EACH YEAR

Developed by Steve Blank and Retired Colonel Pete Newell, CEO of BMNT, Hacking for Defense teaches students to use Lean Launchpad methodology and startup-level speed to tackle problems sourced from the U.S. government. Each fall, students are put into interdisciplinary teams to make real impact on some of the most pressing issues facing U.S. defense today - teams have tackled cybersecurity, medic transfers, field communications, and more.

LAW STUDIO

30 STARTUPS SUPPORTED THIS YEAR

Columbia Entrepreneurship partners with Charles Torres, Partner at DLA Piper, to provide the Law Studio to student startup teams in the Columbia community. In addition to hosting workshops at the Columbia Startup Lab such as Introduction to Startup Law, Formation & Financing, Intellectual Property, and How to Raise Capital, Mr. Torres provides free professional startup law office hours for students looking to startup on the right foot.



GREENHOUSE ACCELERATOR

300 COMPANIES TO DATE

The Entrepreneurial Greenhouse Program, co-taught by Director of Entrepreneurship Dave Lerner is an application-based, accelerator-type course that helps second-year Columbia Business School students propel their business forward. Over the past two decades, 300 companies have successfully completed the program, with many successes such as Flexport, Happy Family Organics, Sharebite, BlocPower, Wandering Bear, Workrise (formerly RigUp), Otherland, AmperMusic, FSA Store, and more.

ACADEMIC IMPACT: SUPPORTING IDEATION AND INNOVATION THROUGH CLASSES AND PROGRAMMING

CTech gives technical Columbia MBA and Engineering students the tools to become world-class entrepreneurs. Students accepted into the track are provided with a series of curriculum, mentorship, and networking opportunities to guide the launch and growth of Columbia-founded and technology-enabled startups.

29

CTECH TRACK FELLOWS
OF THE PROGRAM
TO DATE

50+

BUSINESS SCHOOL TEAMS
HAVE WORKED WITH 150
ENGINEERING STUDENTS
THROUGH THE BUILD LAB,
AN IMPORTANT FEEDER
INTO THE CTECH
PROGRAM.

800

STUDENTS REACHED
THROUGH BOOT-
CAMPS AND CLASSES
EACH YEAR

“

I participated in CTech during the Fall of 2022 and it was an invaluable experience in my entrepreneurial journey. The tailored mentorship and interaction with esteemed alumni was instrumental in boosting my entrepreneurial acumen as a technical founder. CTech was a wonderful experience for nurturing my leadership and entrepreneurial ability in a constantly evolving technology ecosystem.

Andrew Rust

DFSI CLIENTS



DESIGN FOR SOCIAL INNOVATION

Taught by Sarah Holloway, Lecturer at the School of International Public Affairs (SIPA) and Adam Royalty, Designer in Residence at Columbia Entrepreneurship's Design Studio, DFSI is a semester-long course where Columbia University students and faculty support social enterprises, nonprofit organizations, and the public sector to address complex, ambiguous global problems through human centered design.

Taught both in the Fall and Spring semesters, students from diverse backgrounds and disciplines have come together to make an impact in Education, Public Health, Urban Infrastructure, Mental Health, and Media.



Sarah Holloway, Senior Fellow for Social Impact; Lecturer, SIPA



Adam Royalty, Designer in Residence, CEID Design Studio

“These are not simulations or case studies: students are entrusted to work with their client on serious problems facing communities right now.”

Sarah Holloway, SIPA Professor and Columbia Entrepreneurship Fellow for Social Impact

COLUMBIA STARTUP LAB MORNINGSIDE

OPEN WORKSPACE AND MENTORSHIP FOR STUDENT ENTREPRENEURS

Columbia Startup Lab (CSL) Morningside provides a host of campus-wide programming, open working space, mentorship, and connection to other entrepreneurship nodes around the University for aspiring student founders currently enrolled at Columbia and Barnard.





CSL: LEARN

If you are a student who is new to entrepreneurship and wants to learn what it's all about, we have you covered. Via introductory sessions, video content, and events throughout the year, we will give you a sense of what the world of startups is all about. All currently-enrolled Columbia and Barnard students are welcome to participate; this is a way to onboard into the entrepreneurship ecosystem throughout the academic year.

CSL: LEARN INCLUDES:

- ✓ Monthly emails with ways to work on your idea and upcoming opportunities to get involved across the University
- ✓ Weekly open Workspace hours for dropping in with general questions as seen on this calendar
- ✓ Workshops on customer discovery, building a pitch deck, fundraising and more throughout the year

CSL: INCUBATE

CSL: INCUBATE program is for students who are actively working on a specific startup. Here, we work with teams in a more customized manner to help guide them as they build their product, engage with early customers, and iterate. This is particularly helpful if students are competing in Columbia's annual Spring venture competition, StartupColumbia, which offers non-dilutive prize money to winners.

CSL: INCUBATE INCLUDES:

- ✓ Tailored mentorship throughout the semester
- ✓ Access to all CSL: LEARN opportunities
- ✓ Students who have a specific startup idea are also invited to apply to our campus-wide Entrepreneurship Bootcamp in the Fall Semester designed for Columbia students to get their initial, idea-stage ventures stress-tested, and to form their founding teams. The Fall 2023 Entrepreneurship Bootcamp is a for-credit class. The class is open to enrolled Columbia students and may be open to participating without receiving academic credit.
- ✓ For select dedicated, exceptional teams, CSL: INCUBATE may also provide a package of services that will help alleviate startup costs.

ENTREPRENEURSHIP NODES AT COLUMBIA

1 COLUMBIA ENTREPRENEURSHIP INNOVATION AND DESIGN

2 Columbia Startup Lab
Morningside (for students)

3 Columbia Makerspace

4 Entrepreneurship Resources at
Columbia Libraries

5 Columbia Startup Lab Soho
(for alumni)

6 Student Clubs - Dedicated to
Entrepreneurship and Venture
Capital- Undergraduate and
Graduate

7 Columbia Engineering
Entrepreneurship

8 Athena Entrepreneurs - Barnard

9 Entrepreneurship at the Data
Science Institute

10 The Eugene Lang
Entrepreneurship Center

11 Tamer Center for
Social Enterprise

12 Entrepreneurship and Community
Development Clinic - Columbia
Law

13 Entrepreneurship & Policy
@ SIPA

14 The Brown Institute -
Columbia Journalism

15 MetaProp Accelerator and GSAPP Incubator
- GSAPP

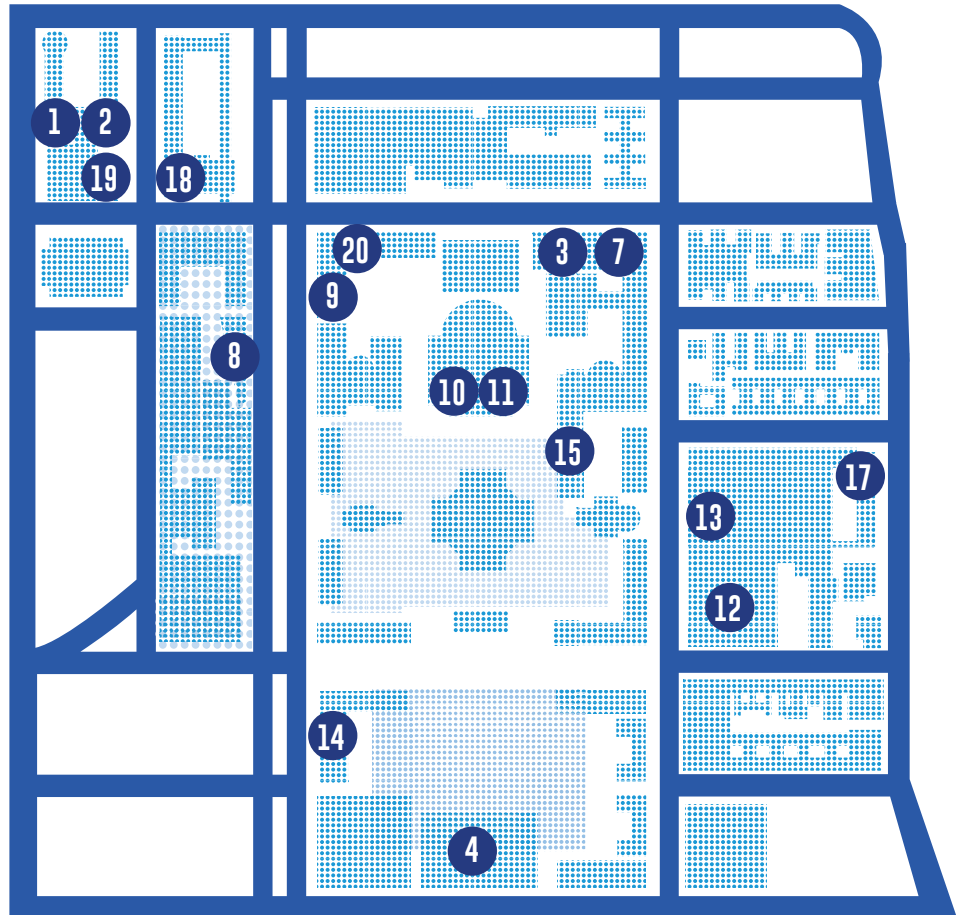
16 Columbia Healthcare Ventures -
Mailman School of Public Health

17 Startup Sector Jobs -
Center for Career Education

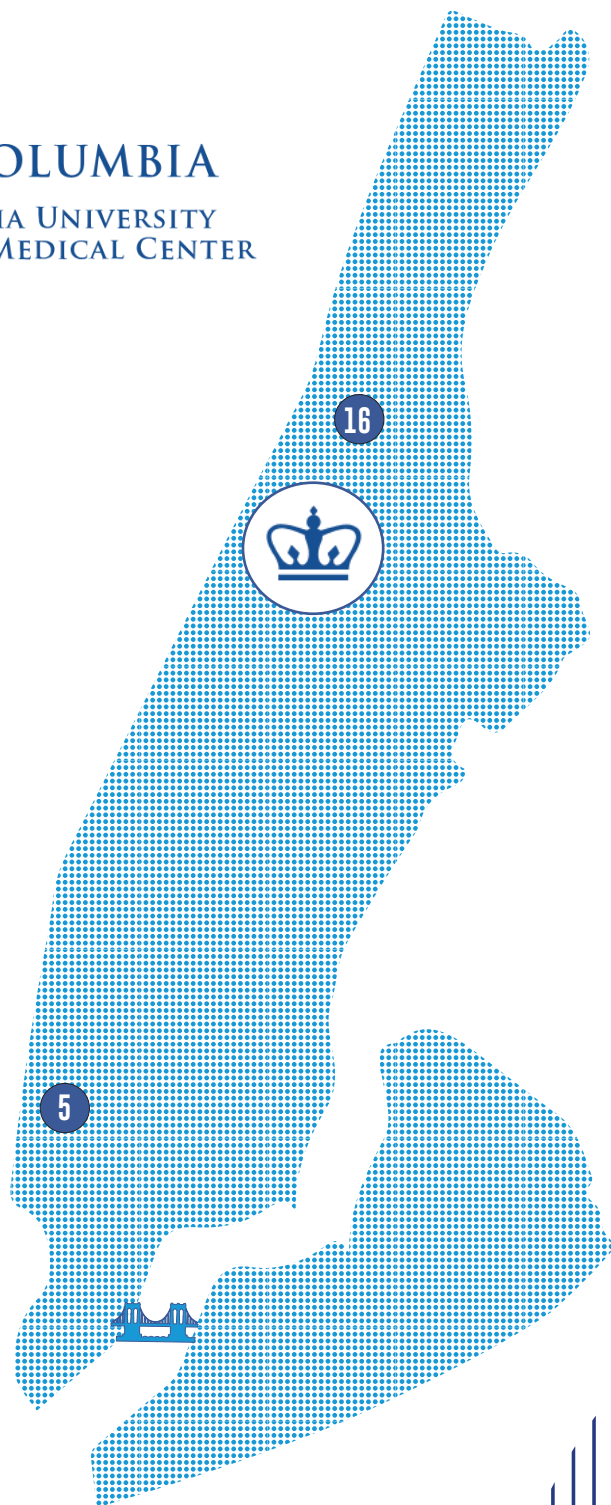
18 Columbia Technology Ventures

19 Columbia Lab-to-Market (L2M)
Accelerator Network


20 The Collaboratory



 **COLUMBIA**
COLUMBIA UNIVERSITY
IRVING MEDICAL CENTER



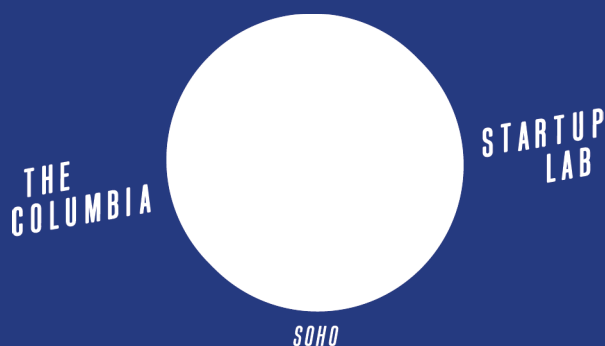
**COLUMBIA
ENTREPRENEURSHIP
CONNECTS STUDENTS
WITH THE VAST
NETWORK OF
ENTREPRENEURSHIP
AND DESIGN NODES
OFFERED BY
COLUMBIA
THROUGHOUT CAMPUS
AND ACROSS NYC.**

 entrepreneurship.columbia.edu

COLUMBIA STARTUP LAB SOHO

A COWORKING SPACE FOR ALUMNI ENTREPRENEURS

The Columbia Startup Lab (CSL) Soho opened in June of 2014 and is celebrating 10 years as a landmark of Columbia University's longstanding spirit of innovation, collaboration, and entrepreneurship. Now, each June, CSL Soho welcomes a new cohort of 71 alumni entrepreneurs through its doors.



SPACE

CSL members enjoy subsidized office space, at a cut cost that makes office space affordable for early startups.

PROGRAMMING

CSL programming is developed with the specific asks and needs of each cohort, and includes:

Workshops on the basics of running a business, such as accounting, legal, HR, and digital marketing.

Guest speakers and AMAs with vanguards of the venture capital and the NYC startup scene.

Access to the CSL Mentors in Residence ranging from entrepreneurship experts to professors across Columbia University

Regular opportunities for feedback, such as pitching practice, Product Jams, and problem-solution sessions.

COMMUNITY

Building a business is easier with the support of others who understand the life of an entrepreneur. At CSL, you get the benefit of being around peers who are taking the same risks, struggling with the same setbacks, celebrating the same wins, and asking the same questions.

STATS

CSL SOHO NUMBERS TO DATE

700+

FOUNDERS

500+

STARTUPS

\$100M+

RAISED

\$100M+

EXITS & ACQUISITIONS

10

COLUMBIA SCHOOLS
AND INSTITUTES
REPRESENTED

GRADUATES ALSO
PARTICIPATE IN
ACCELERATOR
PROGRAMS SUCH
AS TECHSTARS, Y
COMBINATOR, AND
HEARSTLAB.

STARTUPCOLUMBIA- CELEBRATING AND ACCELERATING COLUMBIA ENTREPRENEURS

COLUMBIA VENTURE COMPETITION

Columbia gives out \$6.5M to Columbia entrepreneurs every year, through competitions and grants. An important part of that is StartupColumbia, Columbia's annual venture competition, where over 100 alumni judges from Brooklyn to Bordeaux to Beijing give their time, talent and expertise to select winners from over 200 Columbia founder participants. 2023 top prizes were awarded to:



EDGE

Manny Tamargo '16, '18, '19, and '22SEAS; Bianca Drevensek

Edge has engineered cell factories, compatible with existing bioprocesses, to ensure a constant supply of growth factors to cells grown for consumer goods like cultivated meat, cultivated dairy, cultivated leather, and cosmetics.

PALVER

Luis Gustavo '22SIPA, Felipe Bailez

In less a year, Palver has become one of the world's only solutions that can monitor public sentiment in the encrypted social media platforms WhatsApp and Telegram.

SCRAFT

Quan Tan '25GS; Tyler Kim '24GS

Scraft is an online writing practice tool with an AI-tutor that helps develop logical and eloquent writing skills. Scraft understands the writing context as user writes and recommends topics, asks questions, and provides reference curations to each user.

BRINEWORKS

Gudfinnur Sveinsson '23SIPA; Theophile Poughet-Abadie '23SIPA; Dylan Malloy '24SIPA

Brineworks' technology removes CO2 from the atmosphere in a highly measurable and permanent manner through advanced processing of desalination waste.

QLASSIC

Yipeng Huang '11, '13, '15, '18, SEAS

A hybrid quantum+classical computing software platform.

QUICKREVERSAL

Asher Varon '18GS

To address problems of accidental opioid overdose and inefficient emergency treatment, QuikReversal proposes a self-applied, disposable, intranasal naloxone wearable that automatically detects opioid overdose and delivers the antidote.

2023 ENTREPRENEUR OF THE YEAR

Every year, we take the time to recognize entrepreneurs who have not only achieved great professional success, but who also embody Columbia's dedication to making a positive impact on our plan and our communities with their work.



FRANK REIG, '13SIPA FOUNDER OF REVEL

Frank Reig '13SIPA is the cofounder & CEO of Revel, a startup that is electrifying cities through charging hubs, all electric rideshare, mopeds and eBikes. In the last year, Revel has raised \$50M to grow its urban fast charging network, and tripled NYC's public fast charging access.

 **COLUMBIA**
VENTURE COMPETITION

revel

2,500+
FOUNDERS

500+
ALUMNI JUDGES FROM
BROOKLYN TO BEIJING
HAVE ENGAGED
TO DATE

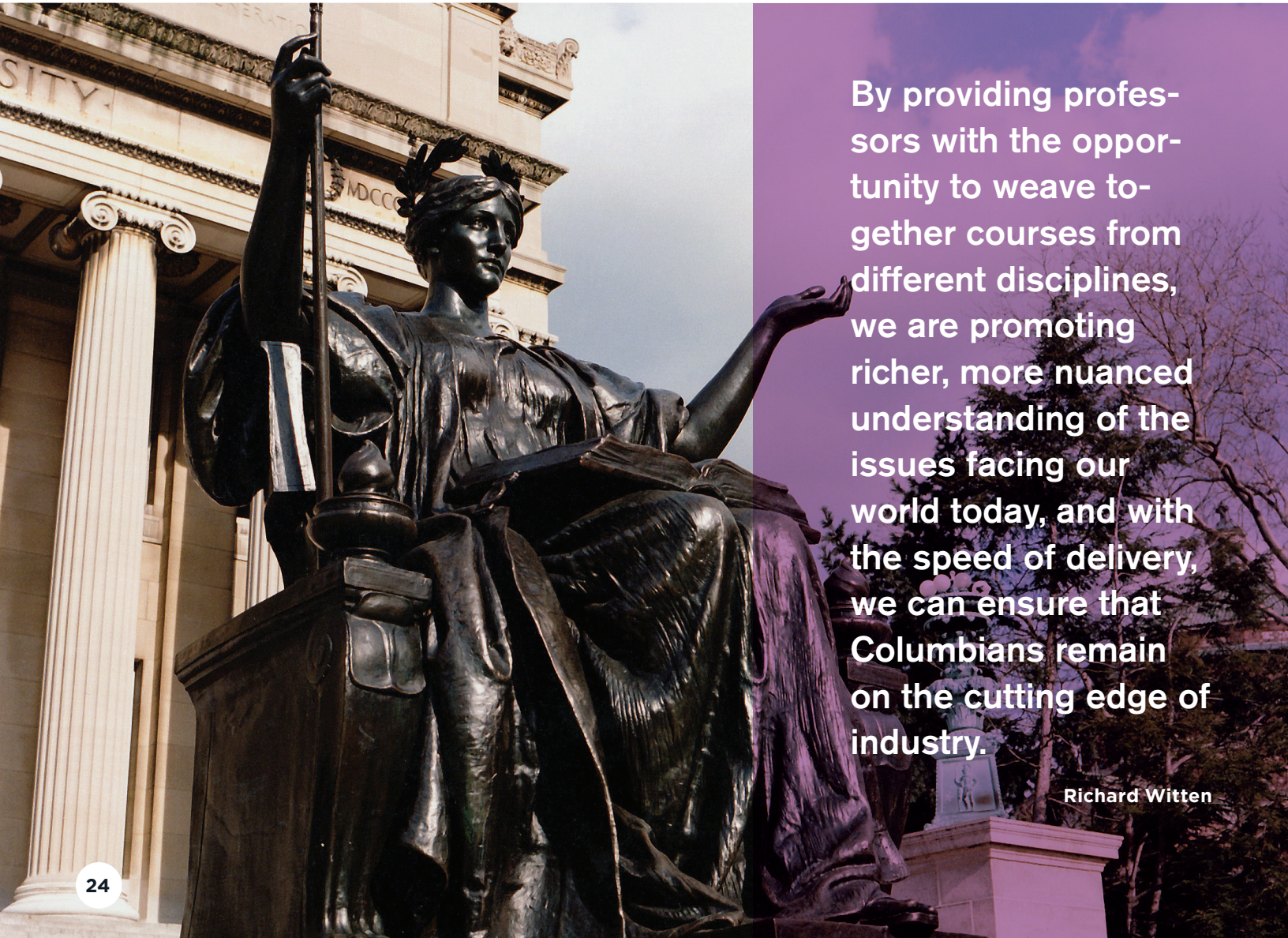
\$3M
IN CASH GRANTS GIVEN
TO ENTREPRENEURS
TO DATE

THE COLLABORATORY - FOR FACULTY

Co-founded by Columbia Entrepreneurship, Innovation, and Design, and the Data Science Institute, the Collaboratory fuels the next generation of higher education with a process for developing, testing, and implementing interdisciplinary data science classes quickly.

Faculty who have received funding report that the grant helps cut as much as 75% of the time it usually takes to bring a new course to students. This is hugely important as Columbia University supports the leaders of tomorrow with the very latest information and skills that they need.

New classes made possible by the Collaboratory are now taught to students across Columbia's schools, including the Vagelos School of Physicians and Surgeons, and the Schools of Public Health, Engineering, Business, Arts and Sciences, Public Affairs, Social Work, Dentistry, Nursing, and Architecture.



By providing professors with the opportunity to weave together courses from different disciplines, we are promoting richer, more nuanced understanding of the issues facing our world today, and with the speed of delivery, we can ensure that Columbians remain on the cutting edge of industry.

Richard Witten

9,000

STUDENTS REACHED
TO DATE

\$4M

AWARDED FOR THE
CREATION OF NEW
CLASSES TO DATE

8

COLUMBIA SCHOOLS &
INSTITUTES ENGAGED

42

NEW COURSES
CREATED TO DATE

75%

FASTER TURN
AROUND FOR
CREATING CLASSES



COLLABORATORY
AT COLUMBIA UNIVERSITY

THE TEAM AT COLUMBIA ENTREPRENEURSHIP, INNOVATION, AND DESIGN

From left to right:

Richard E. Witten, Founder, CEID

Yvette Miller, Senior Director of
Communications

Denise Lopez Southwood, Director
of Finance and Operations



From left to right:

Christopher McGarry, Senior
Director, CEID

Alvin J. Taylor, Associate Director,
Columbia Startup Lab

David B. Lerner, Director, CEID;
Adjunct Professor, CBS and IEOR

From left to right:

Sarah Holloway, Senior Fellow for
Social Impact; Lecturer, SIPA

Zoe Wright, Executive Assistant to
the Special Advisors

Adam Royalty, Designer in
Residence, CEID Design Studio



 entrepreneurship.columbia.edu/about

#COACHINGCOLUMBIA

2023 AWARDEE

Inspired by the incredible example of mentorship and generosity provided by our great friend Coach Bill Campbell, Columbia Entrepreneurship, along with our many collaborators across Columbia, formally launched the #CoachingColumbia movement in 2018.

It's exactly Bill's type of generosity and the spirit of "Paying it forward" that has given momentum to the entrepreneurship culture of Columbia University. We're grateful to so many of our alumni who sustain Coach Campbell's tradition of giving great mentorship and advice to fledgling Columbia entrepreneurs. These

alumni selflessly give their time and wisdom to the next generation across campus during the academic year, downtown at the Columbia Startup Lab, and across the world in the global Columbia alumni community.

JONTÉ HARRELL

CFO IN RESIDENCE AT THE COLUMBIA STARTUP LAB SOHO

Jonté Harrell is a dynamic, growth strategy and operations focused leader with twenty years of experience in Finance and Technology across public and private companies. Mr. Harrell is also the Founder and Managing Partner of Ossian Capital, a micro VC and venture catalyst for tech startups.

Prior, Jonté led Amazon's Financial Planning & Analysis and data teams globally across four e-commerce businesses — Prime Now, Fresh, Whole Foods Online, & Restaurants. Before Amazon, Mr. Harrell was a Treasury Director at Wells Fargo and a Trader at Credit Suisse in New York, with international assignments in Hong Kong, London, and Dublin.

A Carolina native and former Captain in the U.S. Army, Jonté received an MBA from Columbia Business School and a Bachelor of Science from the United States Military Academy at West Point. While serving, Harrell was awarded the Bronze Star and four Commendation Medals. Currently, he's a board member of The Gantt Center and a member of The Economic Club of New York and Miami.



COLUMBIA-FOUNDED VENTURES & FUNDS

ANDREESSEN
HOROWITZ



Betterment

BuzzFeed

COMPASS

diapers[®]
com



IAF
Impact America Fund



plum
ALLEY



Olapic



REGENERON

shutterstock[™]



WIRED



codecademy

Contently



GREYCROFT



flexport.

DAILY HARVEST