

Lewis & Clark



Bates Center for
Entrepreneurship and Leadership

WINTERIM

INSPIRATION • WORKSHOPS • NETWORKING • PITCH COMPETITION

January 8 - 13, 2023

Winterim

Winterim is an immersive week of problem-solving and networking where students collaborate to identify problems then formulate and execute innovative solutions. Students learn life skills as well as pitch skills, and the entire experience helps them translate their liberal arts training to the workplace. We are grateful that our over 60 business and nonprofit leaders treat our students not just as mentees, but as future colleagues.

Winterim represents the Bates Center's dynamic experiential programming, complimenting the Center's academic curriculum, which invites students to engage in innovations in technology, science, healthcare, marketing, education, and the environment. While the Bates Center's classes, programming, and resources are available to all Lewis & Clark students, the new entrepreneurship minor has become the most popular minor in the school.

The common thread of all Bates Center experiences is engaging an entrepreneurial mindset to apply the adaptability, critical thinking, and problem solving of liberal arts in new and ambiguous situations. The workplace and marketplace have changed dramatically since Lewis & Clark students were born and are changing faster than ever. The Bates Center helps students leverage their liberal arts training to anticipate, navigate and participate in this change.

John and Susan Bates' generous gift established the Center as a hub of both Entrepreneurship and Leadership, which reflects the intersection of liberal arts and problem solving. John Bates served as Associate Professor of Finance from 1975 to 1981, earning Outstanding Teacher of the Year in 1976. In 1979, John and Susan led the overseas study program to Belgium, the Netherlands, and Luxembourg. A life trustee, John chaired the Lewis & Clark Board of Trustees from 2003 to 2007. John held key positions on Wall Street and founded Bates Private Capital in Lake Oswego, Oregon.

Lewis & Clark



Bates Center for Entrepreneurship and Leadership



Liberal Arts
Trains



Entrepreneurship
Values



Future of Work and
Society Requires

WE CHECK ALL THE BOXES BECAUSE WE TEACH:

- ✓ Critical Thinking
- ✓ A Global Perspective
- ✓ Experiential Learning
- ✓ Problem Solving
- ✓ How to Ask the Right Questions
- ✓ Comfort with Ambiguity
- ✓ Meaningful Collaboration
- ✓ Deep Learning
- ✓ Ethics
- ✓ Persuasive Communication
- ✓ Creative & Innovative Thinking
- ✓ Translation Across Disciplines
- ✓ How to Follow Through a Logical Argument
- ✓ Social Emotional Intelligence
- ✓ Diversity & Social Justice
- ✓ How to Identify Gaps in the System

Volunteer Thank You

We value and appreciate this outstanding list of leaders who have volunteered their time for the benefit of our students.

Judges

Juan Barraza

*Director of Innovation and
Entrepreneurship at VertueLab*

Christopher Bates

*Managing Director and Chief CIO of
Brampton Gillow Advisors LLC*

Stephen Green

*Entrepreneur, Author, Recovering Banker
& VC*

Mohan Nair

*CEO Emerge USA, Author, Edmund
Hillary Fellow (New Zealand)*

Brandon Ross

*Senior Associate Analyst at Elevate
Capital Fund*

Suzanne Stevens

Editor of the Portland Business Journal

Jessica Zutz Hilbert

*Senior Practice Management Specialist,
Davis Wright Tremaine LLP*

Speakers

Jason Bolt

Founder & CEO at REVANT OPTICS

J Cheema

*Marketing & Strategy Expert, Allergan
Aesthetics*

Elizabeth Darrow

Operations, Freeland Spirits

Mitch Daugherty

Director, Built Oregon

Carl Guess

*Executive Presentation Coach at Elevator
Speech*

Brian Gurski

*Sr. Vice President/Strategy & Innovation,
TrueFund Financial Services*

Catherine Healy

*Owner & Creative Director, Flint Design
Company*

Brent Hutchings

CEO of North River Boats

J Pinky Jansen

Marketing Strategist

Nigel Jaquiss

Former Commodities Trader turned reporter

Hogan Johnson

*Business Development Director, Flint
Design Company*

Jake Kindrachuk

Partner, Village Family Capital

Heather Kirshman

*CIO, Point Forward Wealth Advisors,
Founder/Managing Partner at Pod*

Ben McKinley

CEO/Founder, Cascade Web Development

Katharine Reinhold

*Director Of Innovation, adidas, Founder/
Managing Partner at Pod*

Rick Turoczy

*Cofounder & General Manager at Pie,
Cofounder, Built Oregon*

Alex Wills

*Global Finance Manager, Jordan Brand,
Nike*

Mentors

Kanika Agrawal

General Manager, Lyft Bikes & Scooters

Matt Bolte

*Managing Partner, Chief Product Officer at
ThenWhat*

Jim Chi

*Founding Member of Oregon Sports Angels
and Principal at Cascade Management
Consulting*

Doug Freeman

*Startup Communications Services/
Consulting, Ideascap Inc.*

Eric Garman

Trade Development Manager

Volunteer Thank You *(continued)*

David Harris

*Retired Executive at Harris Oil, banking
and insurance*

Shashi Jain

Innovation Artist for AI

Hongda Jiang

Segment Finance Lead at Intel Corporation

Jon Maroney

General Partner, Oregon Venture Fund

Skip Newberry

*President and CEO of Technology
Association of Oregon*

John Paik

SVP of Global Marketing at MiiR

Tawny Schlieski

*President of Oregon Story Board, Founder of
Shovels and Whiskey*

Paul Vogel

*Executive Director, Columbia Economic
Team*

Christine Walter

Owner of Bauman's Cider

Robin Wang

Consulting CFO at CFO Selections

Bates Center Leadership

Chrys Hutchings

Director

Catarina Hunter

Associate Director

Mitch Daugherty

Entrepreneur in Residence

(Brian Detweiler-Bedell - on sabbatical)

AMA/Ask Me Anything

*For a full list of all mentors and AMA's
visit [https://college.lclark.edu/programs/
entrepreneurship/winterim/](https://college.lclark.edu/programs/entrepreneurship/winterim/)*

Pitch Competition Awards

(Teams may win more than one award, all prizes are team prizes)



FIRST PLACE

Cash prize of \$3,500 AND

Legal start-up package* worth \$3,500 from Facet Legal LLC

*For six months after the pitch competition, Facet Legal LLC will advise the winning team on initial business legal strategy, LLC formation, and intellectual property protection up to \$3500 in value.

SECOND PLACE

Cash prize of \$1,500

TEAM WITH BEST COMPREHENSION OF PROBLEM TO BE SOLVED

Cash Prize: \$1,000



INVENTOR PHYSICAL INVENTION/IMPROVEMENT

First and Second Place Prizes - \$500 for each team to advance

(One of the two teams guaranteed to win \$2,000 if it competes in next round and then that team has chance to win up to \$25,000 at the June InventOR state competition.)

Keynote Lectures



SPEAKER:

Nigel Jaquiss,
former Commodities
Trader turned Reporter

WHEN:

Jan 10, 2023 11:00 AM
Pacific Time (PST)

TOPIC:

How to Translate Your Liberal Arts
Education Into the Real World

Listen to Nigel's thoughts on how to
have the courage and skillset to tell
the truth.

WHEN:

Jan 10, 2023 06:00 PM
Pacific Time (PST)

TOPIC:

Ownership as the Next Revolution:
Independence Into Perpetuity

Learn how Elizabeth helped develop and
implement the perpetual trust model
later adopted by Patagonia and others.



SPEAKER:

Elizabeth Darrow,
former CEO of
Organically Grown
Company

To join virtually, register at:
<https://forms.gle/wcYpKiFk6vnGp5mq7>

SCHEDULE

| SUN 1/8 | MON 1/9 | TUE 1/10 | WED 1/11 | THU 1/12 | FRI 1/13 |
|---|--|---|---|---|--|
| Breakfast & Administration 8:30 - 9:00 | | | | | |
| | 9:00 - 10:00 Introduction & Team Building <i>Chrys Hutchings</i> | 9:00 - 10:00 Core Pitch Deck/ Presentation <i>Rick Turoczy</i> | 9:00 - 10:30 Personal Financial Literacy <i>Brian Gurski</i> | 9:00 - 10:00 What They Don't Tell You About Entrepreneurship <i>Lynn Le</i> | 9:00 - 12:00 LinkedIn Photos <i>Nina Johnson &</i> |
| | 10:00 - 12:00 Design Thinking <i>Jason Bolt</i> | 10:00 - 11:00 Start Up Finance <i>Alex Wills</i> | | 10:00 - 10:45 Break/Team Time | |
| | | | 11:00 - 12:00 How to Translate Liberal Arts to the Real World <i>Nigel Jaquiss</i> | 10:40 - 12:00 Telling Your Story <i>Carl Guess</i> | 10:45 - 12:00 Art of the Sale <i>Ben McKinely</i> |
| Lunch & Administration 12:00 - 1:00 | | | | | |
| | 1:00 - 3:50 Design Thinking continued <i>Mitch Daugherty & Grey Netzer</i> | 1:00 - 2:00 Building a Brand Story <i>Catherine Healy & Hogan Johnson</i> | 1:00 - 2:00 Planning with Purpose <i>Katharine Reinhold & Heather Kirshman</i> | 1:00 - 2:00 *Killer Pitch Decks <i>J Cheema</i> | 1:00 - 3:00 Pitch Competition <i>live and via Zoom</i> |
| | | 2:00 - 2:55 Break/Team Time | 2:15 - 3:15 Networking <i>J Pinky Jansen</i> | 2:00 - 2:25 Break/Team Time | |
| | | | | 2:30 - 3:30 Overview of Funding Sources <i>Jake Kindrachuk</i> | |
| | | 3:00 - 4:00 Customer Validation <i>Nelson Pizarro</i> | 3:15 - 3:55 Break/Team Time | 3:30 - 3:55 Break/Team Time | |
| | 4:00 - 5:30 Mentor Time | 4:00 - 5:30 Team Mentors | 4:00 - 5:30 Mentor Time - Finance | 4:00 - 5:30 Team Mentors | 3:00 - 5:00 Awards & Networking** |
| | 5:30 Wrap Up | 5:30 Wrap Up | 5:30 Wrap Up | 5:30 Wrap Up | |
| | 5:00 - 7:30 *Welcome Dinner & Guest Speaker <i>Lisa Herlinger</i> | 6:00 on Team Time | 6:00 Ownership as the next revolution: Independence into perpetuity <i>Elizabeth Darrow Keynote</i> | 5:30 - 6:00 Dinner | 5:30 on Executive Summary, Pitch Prep & Team Time |
| | | | 7:00 on Team Time | 7:00 - 8:15 Virtual Networking | |
| Unless otherwise noted all events will be in Smith Hall *Tamarac **Gregg Pavilion | | | | | |

ADVISORY BOARD THANK YOU

The Bates Center for Entrepreneurship and Leadership is thankful for these members' yearly support of the Center at the \$10,000 and greater level. The Advisory Board supports the value of liberal arts and entrepreneurship to create leaders in the for-profit and nonprofit workplace.

Christopher Bates

Brampton Gillow Advisors LLC

John Bates*

Retired Professor, Co-Founder of Bates Capital

Sam Briggs

Pacific Realty Associates, L.P.

Jeff Carleton

Columbia Creek Farms

Jan Chernus

Bob's Red Mill

Stephen Dover*

Franklin Templeton Institute

Janice Etzold

Small Business Owner

Jerry* and Kay Fischer

Longhorn Vaccines and Diagnostics

Patricia "Patty" Francy*

Bessemer Trust Company

Tom Haller

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Linda Robertson*

Vincere Consulting

John Stadter*

Retired from First Call Resolution

Andre Stewart*

Engs Insurance Agency LLC

Joshua Ulmer

Morgan Stanley - Graystone Consulting

*Designates current or life members of the Board of Trustees.

<http://go.lclark.edu/entrepreneurship>