## Table of Contents

DifferenceMaker Supporters and Partners 1

DifferenceMaker Impact 2

DifferenceMaker Process & Activities 3-6

DifferenceMaker $50K Idea Challenge 7

2017 Idea Challenge Winners 8-10

DifferenceMaker Team Updates and Sustainability 11-12

2016-2017 DifferenceMaker Team 13-14

DifferenceMaker Online 15

Thank You 16-17

Contact Information 18

Appendix 19
DifferenceMaker Supporters and Partners

Our goal is simple: engage students in developing sustainable solutions to real world problems. Tackling “big problems” like climate change, poverty, pollution, and hunger can prove challenging for one person, or even one organization, so DifferenceMaker works with partners to leverage experience, reach, and resources. We also depend on the financial support of alumni, friends, donors, and organizations that value the work DifferenceMaker does with our students.

Supporters

We would especially like to thank the organizations and individuals who provide financial support to DifferenceMaker:

- Joseph C. Day Chancellor’s Fund
- Jim and Deb Dandeneau
- Digital Federal Credit Union
- Joseph P. Donahue Charitable Foundation
- Nancy L. Donahue Endowed Fellowship in Values and Ethics
- Enterprise Bank
- Foley and Lardner, LLP
- Mitchell Kertzman Endowed Discretionary Fund
- Robert J. Manning Endowment Fund (Robert and Donna Manning)
- Francis L. McKone Chancellor’s Discretionary Endowment Fund
- Glenn Morgan, Class of 1986, College of Fine Arts, Humanities, and Social Sciences
- Pernick Chancellor’s Endowed Discretionary Fund
- James Regan, Class of 1988, Manning School of Business
- Spinola Angel Investment Fund for Entrepreneurship
- Jack Wilson Endowed Presidential Entrepreneurship Award Fund

Partners

Our partners include:

- College of Fine Arts, Humanities, and Social Sciences
- Digital Federal Credit Union
- EforAll
- Francis College of Engineering
- UMass Lowell Innovation Hub
- UMass Lowell Climate Change Initiative
- UMass Lowell Division of Student Affairs
- UMass Lowell Honors Program
- UMass Lowell Innovation Hub
- UMass Lowell Orientation Office
- UMass Lowell Office of Residence Life
- University Advancement
- Manning School of Business
- Massachusetts Medical Device Development Center
- Service-Learning and Community Co-op Resource Office
DifferenceMaker is Making an Impact

**OUR IMPACT**
HOW WE’VE REACHED UML

- **STUDENTS REACHED:** 25,536
- **COMPANIES FORMED BY TEAMS:** 17

**$215,100**
AWARDED TO STUDENTS

**$464,188**
RAISED BY TEAMS

**4**
DEDICATED ENTREPRENEURIAL SPACES

**7**
TEAM PATENTS FILED OR APPROVED

**63**
WINNING TEAMS
DifferenceMaker activities organize around three primary functions. First, raising awareness of, and student orientation to entrepreneurial thinking. Next, we introduce workshops and activities that assist students and faculty to develop an understanding of entrepreneurial skills and concepts. Then, we provide resources to support business formation and launch.

Raising Awareness and Entrepreneurial Orientation

1. Freshman Make A Difference - Orientation
A collaboration effort between the Office of Orientation, Student Activities and Leadership, and Residence Life, to introduce all incoming freshmen with the DifferenceMaker program, as well as engage them in ideation and creative problem-solving activities. This year, 1,687 students participated.

2. Class Visits - Introduction to DifferenceMaker
A series of in-class discussions and activities that introduce the DifferenceMaker program to students of all majors and disciplines. Classroom visits included 47 classes with 1,346 students throughout all six colleges.

3. Problem Solving Sessions in Freshman Classes
A collaboration between DifferenceMaker, The Manning School of Business, and The College of Fine Arts, Humanities, and Social Sciences to introduce freshman students to ideation, creative problem solving, and teamwork. These sessions were conducted in 35 classes with over 361 participants.

1 More information and statistics on these programs and activities please refer to Appendix I.
4. **DifferenceMaker Introductory Events**
A series of events held across campus to introduce students to DifferenceMaker program concepts. These events include the DifferenceMaker Convocation Pitch Contest, Climate Change Teach-in, Kennedy College of Sciences Block Party and Kick-off events, to name a few.

5. **University Entrepreneurship Celebration**
This annual event is meant to connect, network and share DifferenceMaker and UMass Lowell’s broader Entrepreneurship Ecosystem experiences with students, faculty, staff, community members and alumni. This year, 4 DifferenceMaker teams (eNABLE Lowell, TopaCan, Veteran’s QRF, and WordPro) were part of the DifferenceMaker panel and 2 alumni mentors (Mark Girolamo and Andrew Sutherland). Over 120 participants attended this event, including 30 students and over 70 faculty, staff, and alumni.

**Basic Skills and Concept Development**

1. **Digital Health Hawkathon**
A 24-hour student-led hackathon supported by DifferenceMaker, the Massachusetts eHealth Institute and MIT Medicine Hack. This event attracted 95 students from 10 colleges and universities across the region, including Boston University, MIT and UMass Amherst, to name a few. Six teams were awarded $7,000 in total prizes, including money, computer hardware and software, and services.

2. **DifferenceMaker Entrepreneurial Lunch Series**
The DifferenceMaker Entrepreneurial Lunch Series brought alumni and student entrepreneurs to campus to share their experiences, insights, and challenges. The series aims to educate students about entrepreneurship, and help them avoid the mistakes made by entrepreneurs in the past. There were a total of 3 events on the following topics - turning an idea into a start-up, IP protection, and nonprofits.

3. **DifferenceMaker Idea Challenge Workshop Series**
This 4 workshop series assists students in transforming their ideas into sustainable projects by using the DifferenceMaker method of identifying problems, investigating opportunities, developing solutions and securing resources. These workshops are conducted on campus, but are also recorded so students who cannot attend physically can go online and retrieve the content from the DifferenceMaker resource website page.

4. **DifferenceMaker Idea Challenge Coaching Sessions**
More than 25 coaching sessions were conducted by faculty and staff to help students refine their idea concepts and final rocket pitch presentations. These sessions were organized in DifferenceMaker Central as one-on-one meetings between the advisor(s) and student team.

5. **College Competition Events**
DifferenceMaker co-sponsored three college competitions:

- **The FAHSS Creative Venture Competition** was first introduced by the College of Fine Arts, Humanities, and Social Sciences and alumni Glenn Morgan in 2013. The FAHSS Creative Venture Competition seeks to leverage and highlight the entrepreneurial spirit and creative abilities of UMass Lowell students, especially within the FAHSS departments. In this year’s Creative Venture Competition, 10 student teams participated. The $5,000 1st place winning team was LoreBooks.
a platform that allows writers to publish stories online as virtual 3D e-books to create a more immersive and quality reading experience.

- **The MSB/DCU Innovation Contest** was first introduced by the Manning School of Business and Digital Federal Credit Union in 2013. The DCU Innovation Contest seeks UMass Lowell students who have cutting-edge banking and/or financial innovations that could drive future success in the banking industry. Thirteen student teams participated in the 3rd Annual MSB/DCU Innovation Contest. The first place winner was DigiBank, a digital financial transaction system that allows consumers to directly deposit change obtained from cash transactions at retailer point of sale systems into a designated account via an issued card and/or mobile application. This team received $3,000 total.

- **The Francis College of Engineering Prototyping Competition** was launched in October 2014. The Prototyping Competition seeks UMass Lowell students who have an idea and want to build a prototype of a product that a customer would buy or use. Twenty-six teams comprised of 85 students participated in this competition. Cyborg, a hybrid musical instrument designed to transform any object into a touch sensitive musical instrument, was the winner in the graduate student category, receiving $1,000 in prize money. Project Starfish, a non-invasive and cost-effective prosthetic hand using a combination of cutting edge technology including 3D printing and advanced machine learning software, was the winner in the undergraduate student category, receiving $1,000 in prize money.

6. **DifferenceMaker Faculty Workshop**
Two workshops were developed to introduce the DifferenceMaker program to UMass Lowell faculty to assist them in integrating elements of DifferenceMaker into their classrooms and course work. A total 31 faculty members attended these two entrepreneurial workshops, held at the Innovation Hub.

**Business Formation and Development**

1. **DifferenceMaker Summer Boot Camp**
This one-month intensive program was designed to help Idea Challenge winning teams move their entrepreneurial ideas closer to launch. Ten teams with a total of 20 students participated in the 4 full-day workshops. A Demo Day concluded the workshop where over 50 community and alumni mentors listened to the final pitches of the 10 Boot Camp teams.

2. **DifferenceMaker Idea Challenge**
The Idea Challenge is the annual signature event for DifferenceMakker. Students present a concept proposal for a needed service, product or business that addresses a real world challenge. Over 156 students participated in the 2017 Idea Challenge, including 59 teams, representing 28 academic departments. Eleven teams shared in a portion of the $50,000 in funding, including a fan favorite team. The Campus-Wide DifferenceMaker winning team, Operation250, was awarded the top prize of $6,000. Additional details regarding the Idea Challenge are included on page 11.
3. **Mentor Program**
This is a committed network of mentors with a broad set of skills and professional experience used to assist UMass Lowell student entrepreneurs in building knowledge and growing startups. The pool of 32 mentors is comprised of alumni, faculty, staff and community friends. In 2016, 52 students from 10 DifferenceMaker teams were matched.

4. **EforAll Accelerator Program**
DifferenceMaker works closely with EforAll, a community-based program funded by the Deshpande Foundation, to support entrepreneurs with launching new businesses. The EforAll Accelerator Program provides 3 months of mentorship, weekly workshops, and seed funding to entrepreneurs with promising start-ups throughout the cities of Lowell and Lawrence, as well as UMass Lowell DifferenceMaker students. DifferenceMaker students have participated in EforAll’s Accelerator Program and Pitch Contests. DifferenceMaker team, invisaWear, was accepted to EforAll, and won 1st place, a $5,000 prize.

5. **DifferenceMaker Central**
DifferenceMaker Central is a physical working space on North Campus that has a vibrant start-up community atmosphere where entrepreneurial teams come together to work, brainstorm, and network. Students have access to flexible workstations, televisions, computers, mentors, and a dynamic meeting space to develop their ideas and collaborate with their teammates and other students.

6. **Innovation Hub**
The UMass Lowell Innovation Hub is a space that fosters innovation, entrepreneurship, economic development and job creation. The Innovation Hub does this by linking the region’s technology startups and entrepreneurs to resources that facilitate the development, manufacturing and commercialization of their respective innovations. This space hosts technology based startup companies based on University technology as well as innovations and concepts developed in the larger, regional entrepreneurial community. When DifferenceMaker student teams need office space and other resources, they have the opportunity to move into the Innovation Hub located at 110 Canal Street in downtown Lowell. Nonspec, our 2013 Campus-wide DifferenceMaker team is the first to have space at the Innovation Hub. Other DifferenceMaker teams, like invisaWear utilize the space frequently.

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**Team OmniSense working diligently during the Summer Boot Camp at the Innovation Hub.**
DifferenceMaker $50K Idea Challenge

The 5th Annual DifferenceMaker Idea Challenge was a great success. The goal of the Idea Challenge is to provide a competitive forum where students from all majors can demonstrate their ability to develop a sustainable solution (product, service, for-profit or non-profit venture) to a real-world problem or opportunity. Students are recruited through a variety of on-campus and online avenues, including classroom visits, social media, campus media, and north/south kick-off events. Fifty-nine applications were submitted from 156 students this year. These students represented 5 academic colleges and 28 academic departments.

All teams are asked to develop an Idea Plan (2-3-page project proposal paper), a 5-minute rocket pitch and a project poster. A series of 4 interactive workshops and various individual rocket pitch coaching sessions are offered each year to assist these students in developing their project concepts and refining their pitches. Student teams pitch their ideas to two panels of judges, one at the Preliminary Pitch-off Event and the other at the Annual Idea Challenge. The judges consist of UMass Lowell alumni and supporters. Team materials are reviewed online by a panel of readers. From there, 29 teams were selected to participate in the Preliminary Pitch-off, which took place on April 5th. The top 10 teams went on to compete in the Idea Challenge on April 19th where $50,000 in funding was awarded to those 10 teams, and 1 fan favorite team.

Idea Challenge Awards

A total of $50,000 in prizes was given to the 11 winning teams. This $50,000 was comprised of $35,000 in cash donations and $15,000 worth of legal services from Foley and Lardner, LLP. The award money is provided through the generous support of our own University alumni and other university supporters. A complete list of the award winning teams is listed on the next page.

Once funds are awarded to each team at the Idea Challenge, the DifferenceMaker staff meets with each team to identify the next steps in the implementation of their proposed solutions. They are instructed on how to develop a project plan and budget for the use of their winning funds. Each team is also provided with access to DifferenceMaker Central for work space, and is also introduced to potential mentors to facilitate the development of each team concept through the Boot Camp process where they will learn how to bring their product or service concept to market.
2017 Idea Challenge Winners

Campus-Wide DifferenceMaker

Operation250 $6,000
An online platform focused on educating both young adolescents and parents on how to prevent online radical extremist recruitment.

- Tyler Cote  Political Science, Criminal Justice  2017
- Jaime Keenan  Criminal Justice  2018
- Jonas Pierribia  Criminal Justice  2017
- Nicollete SanClemente  International Business  2019
- Danielle Thibodeau  Criminal Justice, Psychology  2017

Significant Social Impact

Guardian $4,500
A sensor platform that attaches to commercially available drones for use in search and rescue operations.

- Julie Pham  Business  2017
- Yomar Salazar  Business  2017
- Austin Stevens  Electrical Engineering  2018
- Kyle Stuart  Electrical Engineering  2017

Contribution to a Healthier Lifestyle

QBell $4,500
A mobile app nursing call bell system that allows patients to request nurse assistance, and allows nurses to manage a list of patients’ requests.

- Jeremy Arzuga  Computer Science  Graduate
- Vivien Chow  Computer Science  Graduate
- Theresa Fullerton  Nursing  2017
- Gao Gao  Computer Science  Graduate
- Andriana Kanellos  Nursing  2017
- Sary Nhet  Business  2017
- Renee Vigneault  Nursing  2017
- Stephany Wilson  Nursing  2017

Innovative Technology Solution

Project Starfish $4,500
A non-invasive and cost-effective prosthetic hand using a combination of 3D printing and advanced machine learning software.

- Roma Aurora  Marketing  2018
- Gregory Dorian  Mechanical Engineering  2018
- Christopher Johnson  Accounting  2018
- Travis Kessler  Computer Engineering  2018
- Maxwell Roy  Electrical Engineering  2018
First to Market

Breezy $4,500
A real time air quality monitoring device which can be tracked with a phone or online.
- Anne Faber Mechanical Engineering 2017

Honorable Mention

Bioprinting with Multimedia Curriculum $2,000
A cost effective 3D bioprinter with multimedia curriculum and optional homework modules for STEM education in high school.
- Adam Hogue MBA Alumni
- Siddhant Iyer Chemical Engineering 2020
- Venkatesh Manikantan Electrical Engineering 2018
- Bala-Ji Sathyamoothy Robotic/Computer Engineering Graduate
- Vaishnavi Srinivasan Biotechnology 2018
- Stephanie Stroll Biotechnology 2018
- Louise Wu Nursing 2019

Clot Catch $2,000
A new designed clot filter to eliminate the risks of current filters such as shifting, vessel puncture, and strut fracture.
- Alexander Anthony Plastics Engineering 2017
- Terry Fox-Koor Plastics Engineering 2018
- Elena Mottola Nursing 2018

Cyborg $2,000
A hybrid musical instrument, designed to transform any object into a touch sensitive musical instrument.
- Jishnu Menon Asokakumar Computer Engineering Graduate
- Ram Das MSITE Graduate
- Adam Ferguson Sound Recording Technology Graduate
- ChandraSekhar Kolli Mechanical Engineering 2018
- Dhiren Rathod Mechanical Engineering 2018

Digibank $2,000
A digital financial transaction system that allows consumers to deposit change obtained from cash transactions into a designated account via a card or mobile application.
- Siven Hang Business 2018
- Cullin Lam Computer Science, Biology Alumni
- Bun Soth Computer Science Alumni
- Kody Thach Computer Science 2019
- Daniel Uk Political Science 2017
Spread the Love  
$2,000  
A website for lesson plans that would be given to schools with 50% or more students with free or reduced lunch.  
• Julie Bornstein  
  Accounting  
  2018  
• Autumn Sacramone  
  History  
  2017

Fan Favorite

UML Green Roofs  
$1,000  
A program to implement safe and ecologically friendly outdoor study spaces to UML’s campus by designing and building green roofs for buildings such as libraries and dorms.  
• Rachel Papazian  
  Biology  
  2020  
• Mike River  
  Biology  
  2020  
• Meagan Timmins  
  History  
  2020  
• Kierra Walsh  
  Biology  
  2020

QBell pitches to seven alumni judges at the 2017 Idea Challenge held on April 19th. This team won Contribution to a Healthier Lifestyle, a $4,500 prize.
DifferenceMaker Team Updates and Sustainability

**invisaWear**: Rajia Abdelaziz, Senior in Electrical Engineering and Computer Science, Raymond Hamilton, Senior in Electrical Engineering and Erin Graceffa, Senior in Electrical Engineering, won the Innovative Technology Solution category, a $4,500 award, at the 2016 Idea Challenge. Erin stepped away from the day-to-day operations of invisaWear in January 2017 in order to pursue other opportunities. Since winning, invisaWear has gone on to raise an additional $10,000 through the Engineering Prototyping Competition, convocation, EforAll and Mass Innovation Night. They have also been matched to four alumni mentors, developed a working prototype, filed a Trademark, formed an LLC, connected with angel investors at Startupalooza, completed and won the EforAll winter accelerator, hired their first intern in conjunction with Hult International Business School, pitched to the UMass Lowell RiverHawk Fund, and made it through to the second stage of MassChallenge.

**eNABLE Lowell**: This team won Campus-wide DifferenceMaker, a $6,000 prize at the 2016 Idea Challenge. This team started a chapter of eNABLE in Lowell by creating a club and partnering with the Makerspace at UMass Lowell. By doing so, they are able to utilize materials and machines to produce 3D printed hands for children in need. Thus far, they have manufactured 12 hands including five hands for a project run by a partner chapter in Budapest that eventually made their way to Ghana, along with a 3D printer and dozens of other hands, and are currently working on more elaborate designs to help other children that have reached out to them. This team inspired a group in Ireland to create a chapter of their own. eNABLE Lowell is inspirational and is already making a difference across the world. They also launched an Indiegogo campaign where they raised over $1,000 to help fund material costs. In addition, they were matched to two alumni mentors, and represented UML at the UMass Impact Reception. In February, with the help of one of their mentors, Brenda Maille (FAHSS, 1978), the team held a fundraiser where they raised $4,000! Comedian Tony V put on a show, silent auctions took place, and food was served.

**Fresh Beets**: Savannah Marshall won First to Market, a $4,000 prize at the 2014 Idea Challenge. Her business idea was to start a food truck in Lowell that encompassed education, food and music. The truck would have a stage that folds off the back where musicians play, healthy food would be served and students would have the opportunity to work on the truck in exchange for music lessons from Savannah. She used some of her funding to gain real-world experience by travelling to Austin, Texas from December 2015-May 2016. Savannah took advantage of Austin's vibrant food truck community. She built up her network, learned more about the food industry and is now ready to move forward with her business. Please see the DifferenceMaker blog for two posts about Savannah's journey.


Since then, Savannah has worked at a food cart in downtown Lowell, and is currently securing funds to rent a food truck to launch Fresh Beets.
BioBubbler: This team won first place in the Significant Social Impact category in the 2014 Idea Challenge, a $4,000 prize. Their project is a nonprofit program that aims to implement a simple and low-cost water filtration system in Haiti. Currently their project is run by the Haiti Student Study Development Center, a center supported by UMass Lowell faculty member, Professor Robert Giles. The center has seven local students who are paid $100 in scholarship money, to manufacture and test the BioBubblers. A report on the testing is sent weekly to Rachel Paquette and Nawal Khan, the winning DifferenceMaker students, to receive guidance for further testing and development. Rachel travelled to Haiti twice and Nawal travelled there once. They have successfully implemented 7 BioBubblers into Haitian homes and have educated the community on building, cleaning and sustaining them. Rachel is planning to travel to Haiti at the end of the summer, 2016. She is also applying to medical school where she hopes to become a doctor and work out of Haiti. Rachel and Nawal work virtually with the Haitian team and community on a weekly basis.

Love of the Game: This team won first place in the Significant Social Impact category at the 2015 Idea Challenge, a $4,000 prize. This team went through the DifferenceMaker Summer Boot Camp and was matched with an alumni mentor, Tammy Concannon who helped them with the strategy of their business. This team was able to put on four successful sporting events for disabled children by partnering with the athletic department and recreation center at UMass Lowell, as well as various Lowell-based organizations. Love of the Game continues to strive for success and fundraise by applying to various grants including NETScout. The team also formed a club on campus where they have been recruiting new volunteers. They added marketing, fundraising and social media team members and secured an annual sponsorship of $1,000 from Fiber Optics Center in Bedford, MA.

Nonspec: This team won the 2013 Campus-Wide DifferenceMaker title. Since winning, they have raised over $250,000 in funding from various competitions across the country, including IAPD Plastics Design Award, NCIIA E-Team Grant, Collegiate Inventors Competition Expo, and many more. They worked with UMass Lowell to submit a patent, which has been issued and they are incorporated as a company. They are currently working out of their office at the UMass Lowell Innovation Hub, located at 110 Canal Street, downtown Lowell. They have travelled to India twice where they continue to test their prototypes with amputee patients. On the right you can see a photo of their first test. On the right is a picture of the team winning the Silver medal at the Collegiate Inventors Competition.
2016-2017 DifferenceMaker Team

Faculty Fellows

Faculty Fellows are chosen amongst their colleges to help support DifferenceMaker activities and students.

John Brown
Lecturer
Graduate School of Education
English Education

John-Morgan Bush
Lecturer
College of Fine Arts, Humanities, and Social Sciences
Music

Guanling Chen
Professor
Kennedy College of Sciences
Computer Sciences

Deborah Finch
Professor
Manning School of Business

Ralph E. Jordan
Visiting Instructor
Manning School of Business Management

Ainat Koren
Associate Professor
College of Health Sciences
School of Nursing

Hunter Mack
Assistant Professor
Francis College of Engineering

Steven Tello
Senior Associate Vice Chancellor for Entrepreneurship and Economic Development
Staff

Holly Butler
Entrepreneurial Initiatives
Program Director

Ha Pho
Entrepreneurial Initiatives
Program Manager

Enterprise Coop Students

Casey Davies, Manning School of Business

Paul Leedham, Francis College of Engineering

Hannah St. George, Manning School of Business

Amy Ward, Manning School of Business
DifferenceMaker Online

DifferenceMaker maintains active social media profiles to help promote student teams and DifferenceMaker activities and events. These social media portals include:

- Facebook  www.facebook.com/umldifferencemaker
- Twitter  @ Difference_UML
- YouTube  http://www.youtube.com/channel/UCxsHIZZYOMVlai8NCQ30yw?feature=mhee
- Instagram  DifferenceMakerUML
- Blog  http://blogs.uml.edu/differencemaker
Thank You

Thank you to all of the DifferenceMaker judges for supporting this program and making it a great success.

Idea Challenge Judges - April 19, 2017
- Mark Boden ’89, Francis College of Engineering, Senior Research Fellow, Boston Scientific
- Mary Burns ’84, College of Fine Arts, Humanities and Social Sciences, Principal, Splash Media Group Boston, LLC
- Jon Geanakos ’84, Manning School of Business, President, Capital Markets, Americas JLL
- Don LaTorre ’59, ’07 (H), Kennedy College of Sciences, L&G Management Consultants, Inc.
- Joseph Lerner, Founding Member & Managing Partner, Cycle Power Partners
- Taniya Nayak ’97, Manning School of Business, President, Taniya Nayak Design, LLC
- John Pulichino ’64, ’14 (H), Manning School of Business, Chairman and CEO, Group III International Ltd.

Preliminary Pitch-off Judges - April 5, 2017
- David Ameen ’84, Manning School of Business, Senior Vice President, Investment Officer, Wells Fargo
- Gino Baroni, Owner, Trident Project Advantage Group
- Janet Benvenuti ’77, ’82, College of Health Sciences, President and CEO, Circle of Life Partners
- Ron Boudreau ’75, Francis College of Engineering, Senior Tooling Engineer, Philips Medical Systems
- Cindy Conde ’87, ’91, Francis College of Engineering, Former Chief Information Officer, North America Sanofi
- Kerry Costello ’93, College of Health Sciences, Principal, Strategic Marketing, Pharma/BioTech, Kerry Costello Consulting, LLC
- Laura Deming ’85, Francis College of Engineering, Senior Vice President, Product Development and Manufacturing, MicroMedicine Inc.
- Matthew Donahue, Partner, Eno Martin Donahue, LLP
- John Dowling
- Bob Dudley ’74, Manning School of Business, Partner and CFO, Venture Advisors
- Josh Entner ’94, College of Fine Arts, Humanities and Social Sciences, Entrepreneur
- Steven Geyster ’83, Francis College of Engineering, Vice President of Product Development, PeerBridge Health Inc.
- Mark Girolamo ’77, Manning School of Business, Owner, My Vu Corporation
- Michele Holland, ’87, College of Health Sciences, Co-owner, Performance Rehab
- Patricia Karl ’64, ’95, Graduate School of Education, Founder, Lawrence Family Development Charter School
- Wendy LaBate ’96, College of Health Sciences, Senior Vice President, Operations North East, Genesis HealthCare
- Jay Lang ’00, ’15, Graduate School of Education, Superintendent of Schools, Chelmsford
- Richard Lynch ’87, College of Health Sciences, President, HouseWorks
- Brenda Maille ’78, College of Fine Arts, Humanities and Social Sciences, Principal/Attorney, Law Offices of Brenda Maille
- Joanne Mavroides ’82, Francis College of Engineering, Operations Executive, LBK Supply Chain Advisors
• Jeff Mead ‘78, Manning School of Business, Audit Partner, Alexander, Aronson, Finning CPAs
• Glenn Morgan ‘86, College of Fine Arts, Humanities and Social Sciences, Partner, Skyworld Interactive
• John Norden ‘80, College of Fine Arts, Humanities and Social Sciences, Strategic Deal Team, International Business Machines Corporation
• John Raguin, Owner/Manager, Hit the Net Sports
• Ed Roberts, ’89, ’90, Senior Associate Director, Merrimack Education Center
• Steve Shultz ’82, ’04, Manning School of Business, Partner, Supporting Strategies
• Andrew Sutherland ’94, Manning School of Business, Co-founder, Applied BioMath
• Jack Swartz ’72, Manning School of Business, Partner, S&S Investments
• Ira Turner ‘86, ’91, Kennedy College of Sciences, Patent/Staff Attorney, Day Pitney, LLP
• Joseph Vaillancourt ‘90, ’01, Manning School of Business, Senior Vice President, Intrexon Corp.
• Bill Yelle ‘85, Kennedy College of Sciences, Executive Chairman, Envsia Therapeutics
Contact Information

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Twitter: @Difference_UML
Instagram: @DifferenceMakerUML

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Lowell, MA 01854

Staff
Holly Butler, Director: 978-934-6444, Holly_Butler@uml.edu
Ha Pho, Manager: 978-934-6443, Ha_Pho@uml.edu
## Appendix I.
### 2015-2017 DifferenceMaker Activity Statistics

<table>
<thead>
<tr>
<th>Type of Activity</th>
<th>2015-2016</th>
<th></th>
<th>2016-2017</th>
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<td>No of</td>
<td>No of</td>
<td>No of</td>
<td>No of</td>
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<tr>
<td></td>
<td>Events</td>
<td>Student</td>
<td>Events</td>
<td>Student</td>
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<td>Awareness Raising &amp; Entrepreneurial Orientation</td>
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<tr>
<td>Classroom Visits/Presentation</td>
<td>58</td>
<td>1,495</td>
<td>47</td>
<td>1,346</td>
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<td>Climate Change Teach-in</td>
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<td>500</td>
<td>1</td>
<td>600</td>
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<tr>
<td>Move-in Weekend/Convocation/Homecoming</td>
<td>3</td>
<td>2,500</td>
<td>2</td>
<td>2,500</td>
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<tr>
<td>DM Introduction Events/Speaker Series</td>
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<td>68</td>
<td>6</td>
<td>72</td>
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<tr>
<td>DM Kickoff</td>
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<td>45</td>
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<tr>
<td>DM Living Learning Community</td>
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<td>15</td>
</tr>
<tr>
<td>Freshman Summer Orientation Sessions</td>
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<td>1,504</td>
<td>21</td>
<td>1,687</td>
</tr>
<tr>
<td>Freshman Seminars/ Problem Solving with Lego</td>
<td>13</td>
<td>270</td>
<td>35</td>
<td>361</td>
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<tr>
<td>Hawkathon</td>
<td>1</td>
<td>78</td>
<td>1</td>
<td>95</td>
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<tr>
<td>University Entrepreneurship Celebration</td>
<td>1</td>
<td>50</td>
<td>1</td>
<td>30</td>
</tr>
<tr>
<td>Building Basic Skills &amp; Concept Development</td>
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