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DifferenceMaker Welcome

Dear Friends,

It is our honor to share this Sixth DifferenceMaker Annual Report with you. Our students, faculty, staff and alumni have worked together over the past six years to build DifferenceMaker; a student-centered, entrepreneurship program that focuses on engaging students across campus in creative problem solving, innovation and entrepreneurial action.

Over the past six years, we have worked hard to help our students make a difference and to provide them with the right resources to do so. These teams have developed prosthetic limbs to assist people in developing nations, developed 3-D hands to help disabled children, created a fashionable safety device to keep people safe, created a program to help hungry students on campus, created a water filtration system to aide people in Haiti, created a can-ash tray to help the environment, created a sports program for kids with physical and cognitive disabilities, and more – truly impressive.

Our student teams have raised over $1.3 million dollars through various sources including nationwide competitions and accelerator programs like EforAll and MassChallenge, loan programs, such as Launch in Lowell, Lowell Development and Financial Corporation program (LDFC), crowdfunding campaigns like indeigogo, iCorp grants, equity-based investments, and more. In addition, one student team has begun generating revenue; $200,000 thus far. We take great pride in the growth, sustainability and success of our student teams. You can read more on pages 12-15.

In addition to the successes of our amazing student teams, DifferenceMaker has received worldwide recognition. Over 10 universities and colleges have adopted DifferenceMaker practices, including, utilizing the DifferenceMaker logo, method, Idea Challenge structure, Faculty Fellows model, orientation model, mentor program, and more. Due to these requests, DifferenceMaker has begun developing a franchise/licensing model. If you are interested in learning more about this, please contact DifferenceMaker@uml.edu. In 2016, DifferenceMaker received the Deshpande Symposium Excellence in Student Engagement in Entrepreneurship Award – a national recognition, as well as became a finalist at the GCEC awards in 2017. It has been another successful and busy year for DifferenceMaker as the program continues to grows.

This annual report explains the activities and impact of the University’s DifferenceMaker program. As you review these pages, you will see examples demonstrating the breadth of the program and the value it adds for our students and campus. DifferenceMaker has become an important part of the culture and experience of UMass Lowell. Administrators, faculty and students regularly discuss “making a difference” through their coursework, extracurricular, and volunteer activities.
The DifferenceMaker program and student successes would not be possible without the generous support of our alumni, sponsors and friends that share our vision for engaging students in innovative and entrepreneurial problem solving. We are very grateful for the financial support, guidance and encouragement provided to our students. Financial contributions support our student teams, Enterprise Scholar students, DifferenceMaker Idea Challenge (funding for student teams), and student development workshops. If you would like to learn more about how you might support our DifferenceMaker students or program, please reach out to Holly Butler, Director at Holly_Butler@uml.edu or 978-934-6444.

Thank you for your interest in the DifferenceMaker program, we look forward to working with you as we continue to grow a culture of innovation, entrepreneurship, and creative problem-solving at the University of Massachusetts Lowell.

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Justin Lozier, Founder of TopaCan, 2016 guest speaks and showcases his product at the 2018 Preliminary Pitch-off.
DifferenceMaker Supporters and Partners

Our goal is to engage students in developing sustainable solutions to real world problems. This can be challenging, so DifferenceMaker works with partners to leverage experience, reach, and resources. This depends on the financial support of donors who value the work DifferenceMaker does.

Supporters
We would especially like to thank the organizations and individuals who provide financial support to DifferenceMaker:
- Circle Health
- Jim Dandeneau
- Joseph C. Day Chancellors’ Fund
- Digital Federal Credit Union
- Foley and Lardner, LLP
- Joseph P. Donahue Charitable Foundation
- Nancy L. Donahue Endowed Fellowship in Values and Ethics
- Enterprise Bank
- Middlesex Community College
- 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
- Other individuals who have supported DifferenceMaker through our donation page

Partners
- 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
- Mentors through Mentor Program
- Service-Learning and Community Co-op Resource Office
DifferenceMaker is Making an Impact

**OUR IMPACT**

- 3,259 student participants 2017-2018
- 19 companies formed by teams
- $280,000 awarded to students
- $200,000 student startup revenue
- $1.3 million raised by teams
- 4 dedicated entrepreneurial spaces
- 8 team patents filed or issued
- 73 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 to the DifferenceMaker program, as well as engage them in ideation and creative problem-solving activities. This year, 1,637 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 80 classes with 2,650 students throughout all six colleges.

3. **Class Activities - Problem Solving Sessions**
   A collaboration between DifferenceMaker, The Manning School of Business, the Francis College of Engineering, the Zuckerberg College of Health Science, The College of Fine Arts, Humanities, and Social Sciences, and The Kennedy College of Science to introduce undergrad students to ideation, creative problem solving, and team work. These sessions were conducted in 63 classes with over 1,627 participants.

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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, Homecoming weekend, 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, 2 DifferenceMaker teams (invisaWear and Operation250) were part of the DifferenceMaker panel and 5 alumni mentors (Susan de Mari, Brenda Maille, Richard Juknavorian, Chris McKenna, and Glenn Morgan). Over 100 participants attended this event, including 30 students and over 70 faculty, staff, and alumni.

Basic Skills and Concept Development

1. **America East Hawkathon**
This event was a 24-hour hackathon managed by DifferenceMaker and the American East Academic Consortium – American East Conference. This event attracted 124 students from 7 American East universities. Eight teams were awarded $1,700 in total prizes, including money, computer hardware and software, and services.

2. **DifferenceMaker Entrepreneurial Lunch Series**
The DifferenceMaker Entrepreneurial Lunch Series introduced students to the DifferenceMaker program and helped them brainstorm ideas. The series aims to educate students about entrepreneurship, and help them to get started in DifferenceMaker. There were a total of 2 events.

3. **DifferenceMaker Idea Challenge Workshop Series**
This 4 session 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 26 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, 13 student teams participated. The $5,000 1st place winning team was Project PACE, a platform for young people to discuss uncomfortable topics surrounding extremism. The platform provides tailored educational contents to a target audience of 13 to 25-year-olds to provide them with the tools they need to counter misinformation.
• **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. Twelve student teams participated in the 4th Annual MSB/DCU Innovation Contest. The first place winner was True To You, a security software for the banking industry, which utilizes facial recognition and blockchain technology to improve the mobile clients' financial data. This team received $1,200 total.

• **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. Sixteen teams comprised of 51 students participated in this competition. Career Hawk, a software application allows students to find campus job and faculty and employers access future candidates with ease, was the winner in the graduate student category, receiving $1,000 in prize money. Handy Bandage, an innovative bandage serves as 'sock' that goes over the arm or leg to shield the wound from airborne pathogens while patients are waiting for care, was the winner in the undergraduate student category, receiving $1,000 in prize money.

6. **DifferenceMaker Deshpande Symposium Workshop**
A three-hour workshop was developed to introduce the DifferenceMaker program at the Annual Deshpande Symposium for Innovation and Entrepreneurship in Higher Education. The goal of the workshop was to introduce faculty and staff at other universities to DifferenceMaker and to assist them in integrating elements of the program into their classrooms and course work. A total of 40 participants from 30 different universities and organizations attended this workshop at the Inn and Conference Center.

**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 15 students participated in the 4 full-day workshops. A Demo Day concluded the workshop where over 40 community and alumni mentors listened to the final pitches of the 9 Boot Camp teams.

2. **DifferenceMaker Idea Challenge**
The Idea Challenge is the annual signature event for DifferenceMaker. Students present a concept proposal for a needed service, product or business that addresses a real world challenge. Over 172 students participated in the 2018 Idea Challenge, including 63 teams, representing 29 academic departments. Eleven teams shared a portion of the $50,000 in funding, including a fan favorite team. The Campus-Wide DifferenceMaker winning team, Iron Legion was awarded the top prize of $6,000. Additional details regarding the Idea Challenge are included on page 8.
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 64 mentors is comprised of alumni, faculty, staff and community friends. In 2017, 29 students from 7 DifferenceMaker teams were matched to 16 mentors.

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. Students receive consultation from DifferenceMaker been participated in EforAll’s Accelerator Program and Pitch Contests.

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 and equipment frequently.

*Dan Falcone, founder of Personalized Learning, hanging out with Rowdy at the 2018 Idea Challenge.*
The 6th 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. Sixty-three applications were submitted from 173 students this year. These students represented 6 academic colleges and 29 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, 26 teams were selected to participate in the Preliminary Pitch-off, which took place on April 4th. The top 10 teams went on to compete in the Idea Challenge on April 25th where $50,000 in funding ($15,000 of in-kind legal services from our sponsor Foley and Lardner, LLP and engineering alumni Chris McKenna), 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 workspace, 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.
2018 Idea Challenge Winners

Campus-Wide DifferenceMaker

Iron Legion $6,000
An autonomous drone network designed to carry out delivery service, search and rescue, and infrastructure security operations.

- George Le Computer Science 2018
- Peter Maitland Homeland Security/Criminal Justice 2019

Significant Social Impact

Class Roots $4,500
Please note that this was a collaboration effort with Middlesex Community College.
A peer learning platform that aims to bring classmates together in order to make friends and utilize each other as tools for academic success.

- Nicholas Norcross Business Information Systems 2019
- Kevin Seery Supply Chain and Operations Manag. 2020

Contribution to a Healthier Lifestyle

Lead-Ex Filter $4,500
An effective lead removal device for water distribution systems. The device will be enabled with highly absorptive nano-materials-embedded polymeric fiber that will be packed in a readily deployable cartridge in the water distribution line. This will be one of the first-of-its-kind for lead removal.

- Arsalan Khalid Civil and Environmental Engineering PhD
- Lewis Rowles Civil and Environmental Engineering PhD (University of Texas, Austin)

Innovative Technology Solution

Dexter $4,500
A pre-programmed small-footprint robotic arm that is able to exactly spray doses of pesticides in complex farming environments such as apple, plum and cherry trees (branched trees).

- Thanh Hoang Electrical Engineering 2018
- Trung Nguyen Mechanical Engineering 2018

First to Market

Mass Heartbeat $4,500
Mass HeartBeat is an organization dedicated to bringing affordable and convenient heart screening services to students directly at their school, camp, or university. Mass HeartBeat uses state-of-the-art ECG technology to screen students for undetected cardiac conditions that could lead to sudden cardiac death if left untreated.

- Pat Cusanelli Medical Alumni
- Shane Lavoie Masters of Business Administration Graduate
- Jack Nealon Law Graduate
**Honorable Mention**

**ETRALock**
$2,000
ETRALock is a device that can be attached to any door in order to help people easily and safely access their homes key-free.
- Robinson AriasGonzalez  Electrical Engineering  2018
- Michael Silva  Electrical Engineering  2018
- Edwin Taveras  Electrical Engineering  2018

**Personalized Learning**
$2,000
This project is focused around utilizing student's personality traits and learning styles to match them with the most optimal professor for each of their classes based off of their teaching style.
- ManjoReddy Dumpa  Computer Science  Graduate
- Daniel Falcone  Business  2019
- Jennifer Lee  World Languages  2019
- KavyaKumar Vallurupalli  Computer Science  Graduate

**Playlist**
$2,000
The focus of this project is to create an app for people with dietary restrictions whether it be health, cultural or religious, to find restaurants near them that suit their needs.
- Joseph Ayoka  Computer Science  2021
- Isaac Brown  Computer Science  Graduate
- Sebastian Pascal  Business  2021
- Alana Zheng  Business  2021

**SASS - Solo Adventure Safety System**
$2,000
Provides reliable GPS tracking and communication with a timed checking system to make sure the adventurer is always safe.
- Cameron Edmonds  Electrical Engineering  2018  with a Robotics minor
- Matthew Pelland  Computer Science and Math  2020
- Curtis Sargent  Marketing
- Jackson Seal  Computer Science and Robotics  2020

**SolXtrack**
$2,000
The project revolves around the concept of solvent oil extraction, a simple yet effective chemical process that can extract oil from spent coffee grounds. This oil has applications in biodiesel as well as other industries, such as cosmetics.
- Abhiram Authipudi  Energy Engineering  Graduate
- Ankitha Sushma  Energy Engineering  Graduate
Fan Favorite

T.A.P.          $1,000
T.A.P, an acronym for teach-a-pal. It's a concept to address an insufficiency by introducing and utilizing a peer to peer study solution in hopes of increasing performance in exams.

- Hilton Carboo  Computer Science  2019
- Cassandra Francois  Art  2019
- Bernard Tay  Marketing and Entrepreneurship  2018

Team T.A.P. accepting their Fan Favorite award, a $1,000 prize.
DifferenceMaker Team Updates and Sustainability

Nonspec:

*Then – 2013*

Campus-wide DifferenceMaker, $5,000

A company committed to designing, developing and delivering low cost, adjustable, expandable and durable prosthetics to developing nations.

**Team Members:**
Erin Keaney - Plastics Engineering
Jonathan DeAlderete - Biomedical Engineering

*Now – 2018*

- Top 10 College Entrepreneur of the Year by Entrepreneur Magazine
- IAPD Plastics Application Design Award
- ASME ISHOW, 1st Place Award - $25,000
- VentureWell Open Minds, 4th Place Award
- Collegiate Inventors Competition Expo, Silver Medal
- NCIIA E-team Stage I & II
- Patent Issued
- Office space at UMass Lowell Innovation Hub
- MassChallenge $50K Winner
- Tested prototype in India and began product distribution
- Cartier Women’s Initiative Awards Finalist
- Total Money Raised: **$690,000**
- Website: [http://www.nonspec.org/](http://www.nonspec.org/)

Biophlox:

*Then – 2016*

Biophlox is a marketplace for biotech equipment and lab equipment, bringing together distributors, laboratories and research institutes on a single platform.

Biophlox was a Preliminary Pitch-off team in 2016, however did not make it to the final Idea Challenge. They stayed in contact with DifferenceMaker, utilized resources, got linked to mentors, and is now a success!
Team Member:
Shah Vaibhav, Masters of Science in Biomedical Engineering & Biotechnology

**Now – 2018**

- Launched website
- Was matched with two mentors- Wayne Webster & Lisa Allocca
- Registered the company in India as Biophlox Global Pvt Ltd
- Offices in India - Mumbai & Ahmedabad
- Strong growing social media presence
- Registered 300+ sellers on the Biophlox portal
- Buyers from 40+ countries
- Setting up the sales team in Gujrat, India
- Successful few sales in 2-3 months- offering different packages to sellers
- Website: [www.biophlox.com](http://www.biophlox.com)

**eENABLE Lowell:**

**Then – 2016**

Campus-wide DifferenceMaker, $6,000
A volunteer organization that produces 3D printed hands for children around the world.

**Team Members:**
- Matthew Arsenault - Plastic Engineering
- Julie Ballo - Exercise Physiology
- Craig Kelly - Mechanical Engineering
- Mary Legenza - Exercise Physiology
- Aisling McEleney - Biomedical Engineering
- Luis Meyer - Mechanical Engineering
- Kyle Puleo - Plastic Engineering
- Many more club members!

**Now - 2018**

- Provided prosthetic hands for children in Cambodia, Ireland, Germany, and the United States
- UMass Lowell Convocation Pitch Contest, 1st Place
- Incorporated as a student club
- Partnered with Makerspace
- Held two successful annual fundraisers
- Matched with mentors
- Total Money Raised: **$20,000**
- Website: [http://www.enablelowell.com](http://www.enablelowell.com)
invisaWear:

Then – 2016

Innovative Technology Solution, $4,500

A wearable device that connects to a smart phone via Bluetooth. With the simple push of a button, it sends help messages and location information to predetermined emergency contacts.

Team Members:
Rajia Abdelaziz – Electrical Engineering and Computer Science
Erin Graceffa - Electrical Engineering, she stepped away from the day-to-day operations of invisaWear in January 2017 in order to pursue other opportunities.
Raymond Hamilton – Electrical Engineering

Now – 2018

- Matched with alumni mentors
- EforAll winner
- Incorporated as a business
- Full working device
- Currently beta-testing product
- Utilizing Innovation Hub office space
- Final MassChallenge (top 128)
- Featured on NECN News
- Beginning production in June 2018
- Secured $100,000 loan from LDFC
- iCorp recipient
- Ran a successful indiegogo campaign
- Total money raised: **$520,000**
- Website: [www.invisawear.com](http://www.invisawear.com)

Operation250:

Then – 2016

Campus-wide DifferenceMaker, $6,000

OP250 seeks to educate children, parents, and teachers about online safety and how to most effectively protect themselves from coming into contact with online violent extremism material and individuals.
Team Members:
* Tyler Cote, Senior, Political Science and Criminal Justice
* Jaime Keenan, Junior, Criminal Justice
* Jonas Pierribia, Senior, Criminal Justice
* Nicollete SanClemente, Sophomore, International Business
* Danielle Thibodeau, Senior, Criminal Justice and Psychology

Now - 2018

- Presented to 250 educators and school administrators at North Adams Public Schools
- Presented on behalf of the State’s anti-bullying and anti-hate requirements for each public school system in Massachusetts
- As part of the “An Expression of Courage” collaboration between Mass MoCA and North Adams Public Schools, ran a student workshop with 70 sixth-graders
- Schools around the country have been downloading and using the Op250 readings and Table Talks in their classrooms
- In collaboration with the Center for Terrorism and Security Studies, UMass Lowell, and the Middlesex Partnerships for Youth Inc. presented “Combating Hate and Extremism: Fostering Inclusion in our Schools and Communities”
- Published as a case study in the United Nations Educational, Scientific, and Cultural Organization “Youth Waging Peace” initiative
- Money raised: **$70,000**
- Website: [www.operation250.org](http://www.operation250.org)

TopaCan:

Then – 2016

First to Market, $4,500

A product – Can Ashtray that turns any empty can into a environmental friendly way to dispose of your cigarette butts.

Team Members:
Justin Lozier – Mechanical Engineering

Now - 2018

- Incorporated as a business
- Attended multiple tradeshows
- Produced mold for product
- Matched with 2 alumni mentors
- Selling product in 2,600 Walmart's nationwide
- Selling product in gas stations nationwide
- Sold over 80,000 units to date
- Guest speaker at the 2018 DifferenceMaker Preliminary Pitch-off
- Website: [https://topacan.com/](https://topacan.com/)
Faculty Fellows are chosen amongst their colleges to help support DifferenceMaker activities and students.

Michelle Bazin, J.D.
Co-Director of Legal Studies, Lecturer
College of Fine Arts, Humanities and Social Sciences, Economics

John Brown, Ed.D.
Clinical Associate Professor, Program Adviser
Undergrad. Ed. Minor
Graduate School of Education

Guanling Chen, Ph.D.
Associate Professor,
Kennedy College of Sciences

Mazen El Ghaziri, Ph.D, RN
Assistant Professor
Zuckerberg College of Health Sciences, Susan and Alan Solomont School of Nursing

Deborah Finch, Ed.D.
Senior Lecturer, Manning School of Business,
Marketing, Entrepreneurship and Innovation

Hunter Mack, Ph.D.
Assistant Professor, Francis College of Engineering,
Mechanical Engineering

Brent Shell, Ph.D.
Lecturer, Zuckerberg College of Health Sciences,
Biomedical and Nutritional Sciences

Neil Shortland, Ph.D.
Director, Center for Terrorism and Security Studies, Assistant Professor, College of Fine Arts, Humanities and Social Sciences, School of Criminology and Justice Studies
**Staff**

**Steven Tello, Ed.D.**
Vice Provost for Innovation and Workforce Development

**Holly Butler**
Enterprising Initiatives Program Director

**Ha Pho**
Enterprising Initiatives Program Manager

**Enterprise Coop Students**

**Chris Burns**, Manning School of Business

**Devin Fossey**, Manning School of Business

**Paul Leedham**, Francis College of Engineering

**Hannah St. George**, Manning School of Business

**Amy Ward**, Manning School of Business

**Cody Weimar**, Fine Arts, Humanities and Social Sciences
DifferenceMaker Online

Support DifferenceMaker

DifferenceMaker operates with the support of many alumni, community friends and organizations. If you are interested in supporting DifferenceMaker, or a specific student team, please follow the link below.


DifferenceMaker Social Media and More

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

- Blog: [blogs.uml.edu/differencemaker](https://blogs.uml.edu/differencemaker)
- Facebook: [www.facebook.com/umldifferencemaker](https://www.facebook.com/umldifferencemaker)
- Instagram: [DifferenceMakerUML](https://www.instagram.com/differencemakeruml)
- LinkedIn: [www.linkedin.com/company/differencemaker](https://www.linkedin.com/company/differencemaker)
- Twitter: [@Difference_UML](https://twitter.com/Difference_UML)
- Website: [www.uml.edu/differencemaker](http://www.uml.edu/differencemaker)
- YouTube: [www.youtube.com/channel/UCxsHIZYOI MVla8NCQ30yw?feature=mhee](https://www.youtube.com/channel/UCxsHIZYOI MVla8NCQ30yw?feature=mhee)
Thank You

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

Idea Challenge Judges - April 25, 2018

- Mary Burns ’84, College of Fine Arts, Humanities and Social Sciences, Principal, Splash Media Group Boston, LLC
- Cindy Conde ’87 ’91, Francis College of Engineering, CEO, CondeCo
- Janis Raguin ’92, College of Education, Educator
- Mark Saab, ’81 ’13 (H), Francis College of Engineering, Chief Technology Officer, Vention Medical

Preliminary Pitch-off Judges - April 4, 2018

- Lisa Allocca, ’87 ’91, Manning School of Business, Partner, Red Javlin Communications
- Greg Chiklis ’92, Kennedy College of Sciences, Chief Executive Officer, Chief Scientific Officer, MRN Diagnostics
- Cindy Conde ’87 ’91, Francis College of Engineering, CEO, CondeCo
- Josh Entner ’94, College of Fine Arts, Humanities and Social Sciences, Entrepreneur
- Steve Geystar ’83, Francis College of Engineering, Vice President, Product Development, PeerBridge Health Inc.
- John Grayson ’87, Francis College of Engineering, Serial Entrepreneur, Investor and Advisor
- Dan Keefe ’94, Zuckerberg College of Health Sciences, President/Owner, Eagles Biosciences
- Sarah LaLiberte ’06, Manning School of Business, Marketing Consultant & Entrepreneur, MainSpire Marketing, Kid In Outdoors, LLC and Assured Science Exchange, Inc.
- Brenda Maille ’78, College of Fine Arts, Humanities and Social Sciences, Kennedy College of Sciences, Principal/Attorney, Law Offices of Brenda Maille
- Paul Makris ’91, Francis College of Engineering, Director of International Operations, Senior Project Management Engineer, Ameresco
- Susan di Mari ’98 ’00, College of Fine Arts, Humanities and Social Sciences, Managing Director, McLane Middleton
- Chris McKenna ’89, Francis College of Engineering, Patent Attorney, Partner, Foley and Lardner, LLP
- Glenn Morgan ’86, College of Fine Arts, Humanities and Social Sciences, Chief Operating Officer, Chief Financial Officer, Fuseideas
- Mike Rider ’87, Francis College of Engineering, Vice President of Engineering and Operations, Coravin, LLC
- Ray Southworth ’81, College of Fine Arts, Humanities and Social Sciences, Trustee, Netria Corporation
- Andrew Sutherland ’94, Manning School of Business, Co-Founder, Applied BioMath
- Ira Turner ’86, ’91, Kennedy College of Sciences, Patent/Staff Attorney, Day Pitney, LLP
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Ha Pho, Manager:  978-934-6443, Ha_Pho@uml.edu
## Appendix I.
### 2016-2018 DifferenceMaker Activity Statistics

<table>
<thead>
<tr>
<th>Type of Activity</th>
<th>2016-2017</th>
<th>2017-2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>No of Events</td>
<td>Student Participants</td>
</tr>
<tr>
<td><strong>Awareness Raising &amp; Entrepreneurial Orientation</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Classroom Visits/Presentation</td>
<td>47</td>
<td>1,346</td>
</tr>
<tr>
<td>Classroom Problem Solving Activities</td>
<td>35</td>
<td>361</td>
</tr>
<tr>
<td>Climate Change Teach-in</td>
<td>1</td>
<td>600</td>
</tr>
<tr>
<td>Convocation/Move-in Weekend/Homecoming</td>
<td>3</td>
<td>2,500</td>
</tr>
<tr>
<td>DM Introduction Events/Speaker Series</td>
<td>6</td>
<td>72</td>
</tr>
<tr>
<td>DM Kickoff</td>
<td>1</td>
<td>45</td>
</tr>
<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>1,678</td>
</tr>
<tr>
<td>Hackathon</td>
<td>1</td>
<td>95 (from 10 universities)</td>
</tr>
<tr>
<td>Student and Alumni Celebration</td>
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<td>30</td>
</tr>
<tr>
<td><strong>Building Basic Skills &amp; Concept Development</strong></td>
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<td></td>
</tr>
<tr>
<td>College Competitive Workshops</td>
<td>6</td>
<td>50</td>
</tr>
<tr>
<td>College Competitive Events</td>
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<td>143</td>
</tr>
<tr>
<td>Idea Challenge Workshops</td>
<td>4</td>
<td>86</td>
</tr>
<tr>
<td>Rocket Pitch Coaching</td>
<td>27</td>
<td>87</td>
</tr>
<tr>
<td><strong>Supporting Business Formation</strong></td>
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<td></td>
</tr>
<tr>
<td>Idea Challenge Kick-off</td>
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<td>44</td>
</tr>
<tr>
<td>Idea Challenge Events</td>
<td>2</td>
<td>160</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>160</td>
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</tr>
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</table>