
RIVERSIDE ECONOMIC DEVELOPMENT COMMITTEE

Rosibel Ochoa, PhD
Associate Vice Chancellor Technology Partnerships
Adjunct Faculty Chemical and Environmental Engineering

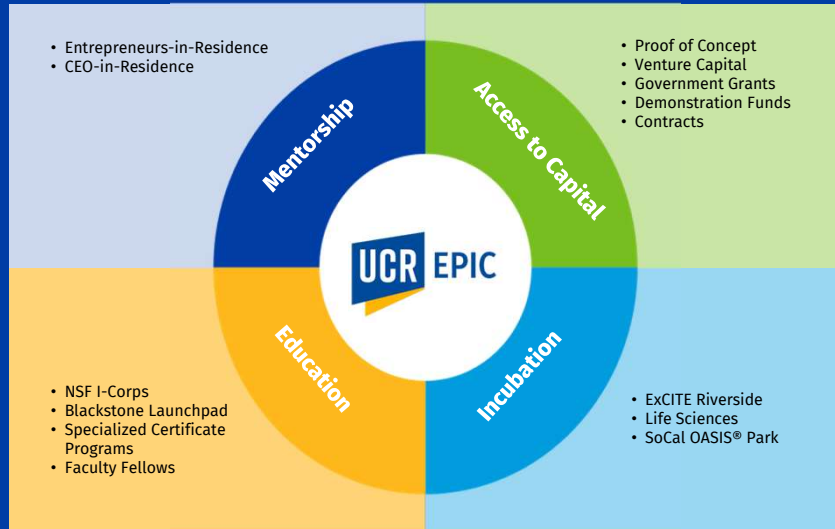
April 23rd 2026



10 YEARS SUPPORTING INNOVATION AND ENTREPRENEURSHIP IN THE INLAND SOUTHERN CALIFORNIA



INTEGRATED PLATFORM TO SUPPORT OUR REGION'S TECH ENTREPRENEURS



INFRASTRUCTURE FUNDED BY OTP

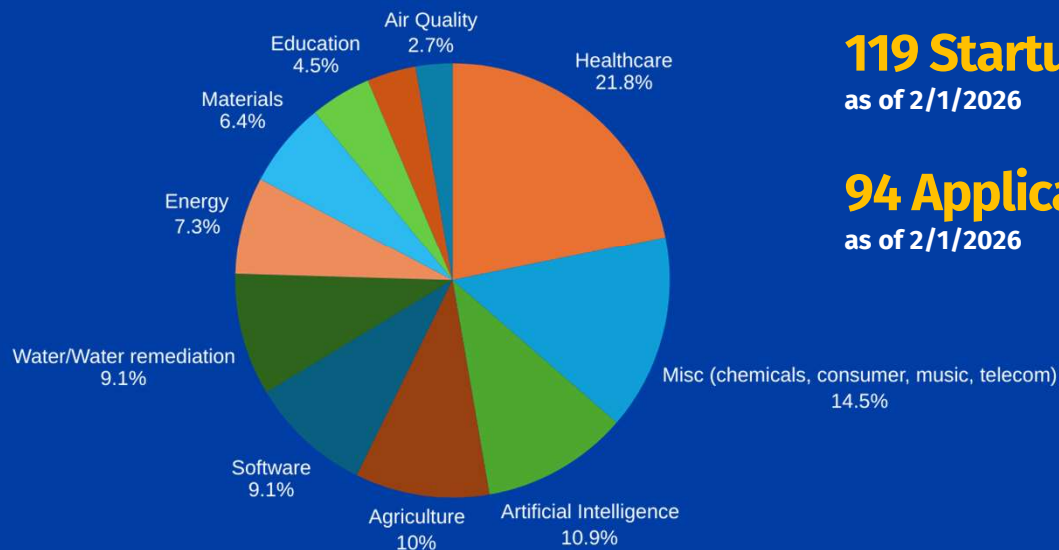
- UCR CREAT'R Lab Maker Space for students
- Riverside EXCITE Technology Incubator
- UCR Life Science Incubator
- UCR Plant Transformation Research Center
- Northside Ag Innovation Center
- SoCal OASIS™ Park





- ## EXPERIENCED EXECUTIVES PROVIDE INDIVIDUALIZED MENTORSHIP
- | | | | |
|---|---|--|--|
| <ul style="list-style-type: none"> • Steve Flaim • Steve Sharp • Art Salyer • John Shearer • Philip Topham • Isabelle Bart • Jay Gilberg • Lada Rasochova • Gioia Messinger • Martin Kleckner • Ben Raju • Angelo Farooq | <ul style="list-style-type: none"> Life Sciences Technology Cleantech, Entertainment Department of Defense Artificial Intelligence Clean Tech, Marketing General Life Sciences Technology, IOT Life Sciences, SBIR/STTR Access to Capital Small Business, Access to Capital | <ul style="list-style-type: none"> • Galen Williams • Doug Kollmyer • Ken Gruys • Mario Diez • Scott Brovsky • Shomit Ghose • Tim Richardson • Todd Lorenz • Peter Ciulla • Nicole Cleary • Jocelyn • Aaron (Life Sciences) • Agriculture (some background) • Dan Ovadva (To be trained) | <ul style="list-style-type: none"> Agriculture, Clean Tech Clean Tech, Transportation Ag Biotech Wireless Technology Energy Storage Access to Capital Data, AI Access to Capital Circular Economy Life Sciences Life Sciences Clean Tech |
|---|---|--|--|

CURRENT PORTFOLIO SUPPORTED BY UCR EPIC SBDC



119 Startups

as of 2/1/2026

94 Applications

as of 2/1/2026

Resources Available for Entrepreneurs Offered by UCR OTP

Entrepreneurial Education

- **INNOVAR and NSF I-Corps.** Designed to help entrepreneurs and innovators understand the technology commercialization and entrepreneurship process. Program is based on the National Science Foundation I-Corps process that is focused on customer discovery, validation and identification of product market fit.

Tech Validation

- **Proof of Concept Grants.** Programs designed to provide mentorship and funding for technology and market validation of technologies
- **SBIR/STTR Resource Center.** Assists innovators with application for Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) grants
- **Build2Scale.** Access to specialized testbeds and technology experts for product validation and pilot testing.

Business Mentorship

- **EPIC SBDC.** Specialized business mentorship provided by seasoned executives to help entrepreneurs turn technologies into fast growing businesses.
- **Opportunity Gateway.** A platform that connects scalable businesses with customers and partners.



Company Milestones

COMPANY CASE STUDY: StarNAV

<p>Joined ExCITE as a coworking company with 3 cofounders</p>	<p>Received \$1.4M Grants, moved into 1st office space</p>	<p>1st prototype test flight \$3M in Grants, added 2nd office space, 3 FTEs</p>	<p>Product tested on T-38C jet at Edward Airforce Base, 8 FTEs</p>	<p>\$900k in sales, \$4M from DoD/Air Force, 3rd office space</p>	<p>Signed major non-DoD customer, added 4th office, 11 FTEs, CEO Awarded RCCD Entrepreneur of the Year</p>
<p>2020</p> <ul style="list-style-type: none"> 35 Hours Joined EPIC SBDC INNOVAR 3 Mentors 	<p>2021</p> <ul style="list-style-type: none"> 31 Hours 1 Mentor Supported SBIR Submission SWOT Analysis 	<p>2022</p> <ul style="list-style-type: none"> 120 Hours 2 Mentors CAP Table Optimization NSF National I-Corps SBIR Phase II Submission 9 Service Provider Intros 	<p>2023</p> <ul style="list-style-type: none"> 23 Hours 2 Mentors Pitch Deck Development Senior Management Coaching Proposal Support 	<p>2024</p> <ul style="list-style-type: none"> 60 Hours Team of 4 Mentors Admitted to Build 2 Scale, Market Diversification NASA Regional I-Corps Hiring of Talent Access to UCR Infrastructure 	<p>2025</p> <ul style="list-style-type: none"> 60 Hours Team of 5 Mentors Opportunity Gateway for Strategic Partnerships Product Certification Assistance Scaling Operations Faculty collaboration on new product development

UCR OTP Support

UCR RIVERSIDE Technology Partnerships

Over \$125k investment through mentorship and OTP program support

620 STARTUPS
SUPPORTED SINCE 2016

2,000 Jobs
created or retained

4,000 Students
engaged

\$160 Million
in capital raised

\$72 Million
in SBIR/STTR (35% success rate)



Winners of the 2023 competition shown with judges at SoCal OASIS Pitch Challenge Finals






Real-Time Alerts
Mobile App
24Hr+

Maximize Myopia Outcomes

Activity Levels
Outdoor Time

Spectacle Wear Time
Digital Screen Time

blink



- 1 Place Flight Sensor in the field
- 2 FlightSensor listens for insects who buzz by
- 3 FarmSense platform classifies & counts
- 4 Real-time updates come straight to your device

FarmSense



Apsidal

RIVERSIDE EXCITE BY THE NUMBERS SINCE 2015

43

Companies Supported

\$59M*

Capital Received

*reported by 19 companies

260+

Jobs Supported

5

Company Graduates

\$832k

In Hours of mentorship




2025 EXCITE COMPANIES

Incubated Companies



(2020)



(2020)



(2024)



(2024)



(2025)

Soft Landing Companies

Coworking Companies







- Solar Flux
- Deepbits
- Check Cherry
- BitPeel

- CCS Marketing
- Northfia
- Lorna Reed



ANNUAL PARTNER SUPPORT IN 2025

City of Riverside

\$25K

Direct Financial Support



County of Riverside

\$75K

Direct Financial Support



UC Riverside

\$155k

Direct Financial Support, Mentorship through EPIC SBDC, and Incubator Management



SoCal OASIS[®] Park: NEXT PHASE IN THE JOURNEY



SO CAL OASIS® PARK STARTUP INCUBATOR



SoCal OASIS® Physical Infrastructure & Living Labs



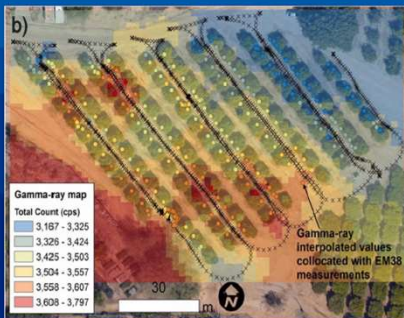
Microgrid Living Labs



OASIS Park



Indoor/Outdoor Drone Arena



Fields of The Future



Smart City Infrastructure



Northside Ag Innovation Center

Living Laboratories for Pilot Demos

SoCal OASIS® Park is purpose-built to test your technology in real-world conditions with our featured living labs:

- Atmospheric Simulation & Measurement Lab
- Precision Agriculture “Farm of the Future”
- 1,000+ acres of agricultural research fields
- Indoor/outdoor robotics & drone test zones
- Sustainable Immersive Mobility Lab
- Innovation Corridor for vehicle-to-X testing
- Integrated grid labs, renewable demo areas
- Smart homes for hardware & IoT testing
- Communications & Industrial IoT



**CURIOUS ABOUT
OUR IMPACT?
CHECK OUT OUR
10-YEAR REPORT**

SCAN TO READ OUR REPORT



techpartnerships.ucr.edu





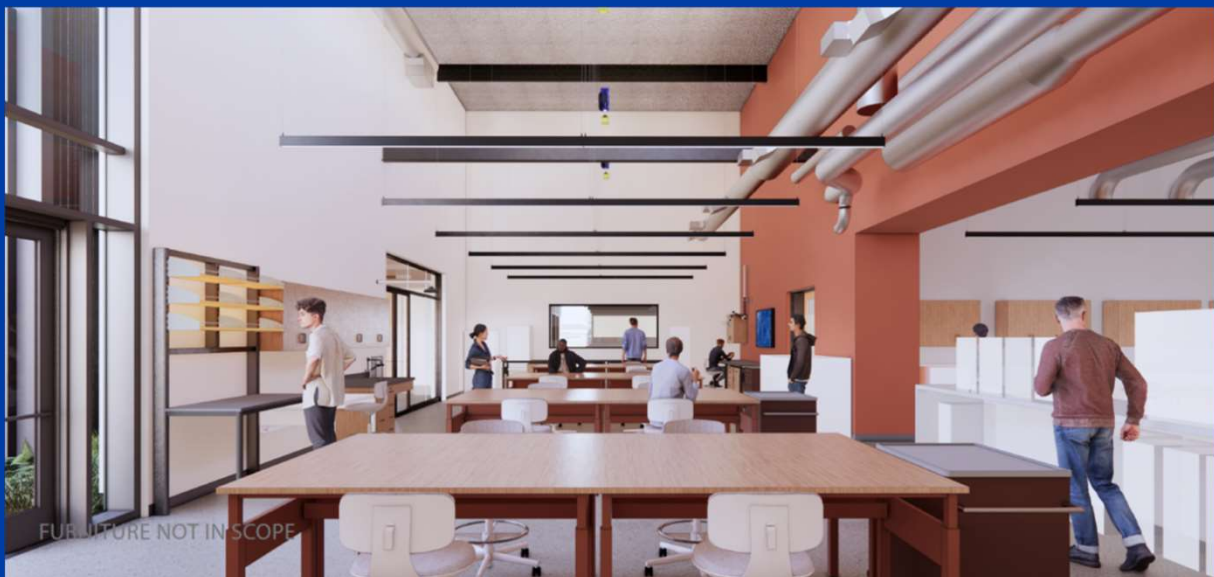
THE OTP TEAM

 Dr. Rosibel Ochoa Associate Vice Chancellor of Technology Partnerships	 Judy Swineford Executive Analyst & Assistant to AVC OTP	 Jessica Pacheco Assistant Director of Program Finance & Operations	 Aimee Knudson Principal Grant Finance Administrator	 Nelson Rivera IP Analyst	 Luke Kamiko Senior Corporate Engagement Officer	 Nilesh Gupta Senior Corporate Engagement Officer	 Misty Madero Director of Corporate Research and Engagement
 Jennifer Ytarralde Director of Outreach and Incubation Activities	 Aileen Laib Assistant Director of Special Programs and Outreach	 Maricela Argueta Life Sciences Incubator Laboratory Manager	 Brian Suh Senior Executive Director of Technology Partnerships	 Tammy Whetter Principal Contracts & Grants Officer	 Dr. Francisca Reyes Director of Entrepreneurial Education & Blackstone LaunchPad	 Dr. Jay Gilbert Entrepreneur-in-Residence	 Kalista Combs Program Training Coordinator
 Grace Yee Assistant Director of Technology Commercialization	 Joyce Patrona Licensing Officer	 Reilha Chanola Senior Licensing Officer	 Venkata Krishnamurthy Senior Licensing Officer	 Dr. Martin Klockner Director of EPIC SBDC	 Scott Brovsky Associate Director of Regional Engagement	 Nicole Cleary Social OASIS® Project Manager	 Ken Grays Senior Advisor

SOCAL OASIS® PARK STARTUP INCUBATOR OPEN WORKSPACE



SOCAL OASIS® PARK INNOVATOR HUB PROTOTYPING SPACE



OTP METRICS SUMMARY (2017-2025)

5000+

students participated in Blackstone Launchpad and INNOVAR,

620

Startups Supported

\$160M+ 2000

raised by EPIC BDC clients
Created or Retained

Education

Undergrad Students in programs launched 99 companies

Tech Transfer and Commercialization

490 patents filed, 268 patents issued, 170 active license agreements

Tango Mandarin – 2023 Invention of the year top 5 royalty generator in UC System

300 sponsored research agreements with XX industry sponsors we have worked with

25 startups launched with UCR IP have raised \$42M – check with Brian

Entrepreneurship

20 Senior Executives delivered XXXX personalized mentoring hours



EXPANDING OUR INTERNATIONAL FOOTPRINT



Visit from the Los Angeles Consular Corps



Signing of MOU with ProChile

PRIORITIES FOR 2026



- Complete SoCal OASIS™ Park (2027)
- For-Credit Entrepreneurial Courses
- Launch UCR Catalyst Fund

ExCITE by the Numbers since 2015

43

Companies Supported

\$16.8M

Investments Received

\$23.6M

Grants Received

\$18.4M

Revenue Received

260+

Jobs Supported

5

Company Graduates

3,328

Hours of mentorship



Globe Biomedical



Farmsense



Blue Social



Kids that Code

SoCal OASIS™

- Programs to drive sustainability and social inclusion through entrepreneurship and innovation
- Access to capital: SoCal OASIS Challenge
- Community participation: Zero to Entrepreneur
- Scale-up and growth: Build 2 Scale and Opportunity Gateway
- Innovation catalyst: SoCal OASIS Park



INCUBATION FACILITIES SUPPORTED BY OTP PROGRAMS & MENTORSHIP



UCR Life Science Incubator



SoCal OASIS® Park

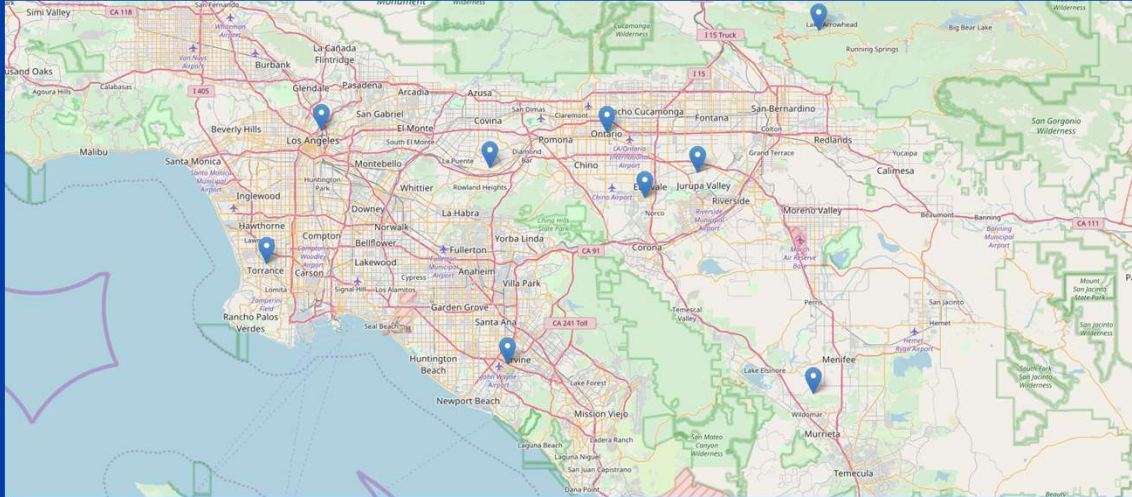
EPIC SBDC

INNOVAR

Build 2 Scale

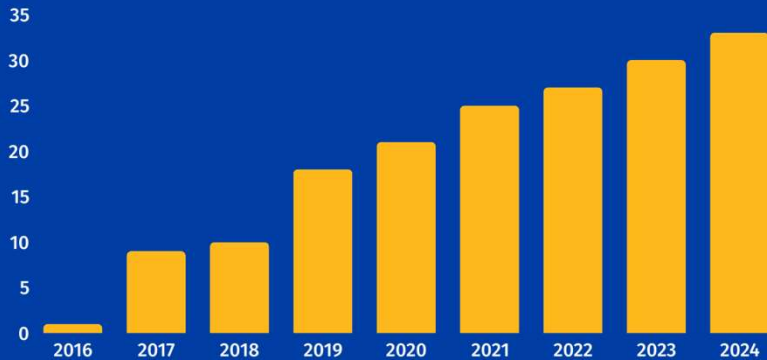
Opportunity Gateway

10 YEARS AGO:



\$33 MILLION SECURED TO SUPPORT EPIC INFRASTRUCTURE

- 63% from Federal, Corporations, and Foundations
- Physical infrastructure, mentors, proof of concept grants
- Resources available to students, Faculty and the IE entrepreneurial community



Annual Partner Support in 2025

City of Riverside

\$25K

Direct Financial Support



County of Riverside

\$75K

Direct Financial Support



UC Riverside

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Direct Financial Support, Mentorship through EPIC SBDC, and Incubator Management



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- FarmSense platform classifies & counts
- Real-time updates come straight to your device

FarmSense

FIBER SENSORS FOR EMPOWERING AI

LDA Signal

Foside

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ExCITE Companies 2025

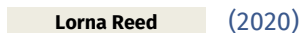
Offices



Co-working



Hot Desk





ExCITE provides startups with:

- 12 private light industrial offices, space for 30 co-working companies, and 12 hot desks
- Affordable space to develop and prototype their technology products (substantially subsidized by ExCITE’s partners)
 - Offices range from \$300-\$700, hot desks are \$150 monthly
- Training & event spaces, and shared conference & break rooms
- Technology and business mentorship through UCR’s OTP + EPIC SBDC and scale-up support programs.



SUPPORT FOR THE ENTREPRENEURIAL JOURNEY

