



THE SABIN ENTREPRENEURIAL PRIZE PRESENTATIONS

**BUSINESS PLAN PRESENTATIONS
AND AWARDS EVENT**

April 26, 2018



BERKSHIRE SCHOOL
SHEFFIELD, MASSACHUSETTS

THE SABIN ENTREPRENEURIAL PRIZE PRESENTATIONS

AGENDA

- 6:30pm** **Welcome and Introductions**
- 6:35pm** **Aqua Vitae**
with Q&A
- 6:55pm** **CyClean**
with Q&A
- 7:15pm** **GAEA**
with Q&A
- 7:35pm** **Break**
- 7:45pm** **Methanergy**
with Q&A
- 8:05pm** **Brightwater**
with Q&A
- 8:25pm** **Break / Judges Deliberation**
- 8:45pm** **Awarding of The Sabin
Entrepreneurial Prize**
- 8:50pm** **Closing Remarks**

THE SABIN ENTREPRENEURIAL PRIZE PRESENTATIONS

What is it?

The Sabin Entrepreneurial Prize is an initiative created with the generous support of the Andrew Sabin Family Foundation to educate and expose Berkshire students enrolled in Advanced Economics to entrepreneurship and sustainability.

The Sabin Entrepreneurial Prize is awarded to the best business plan for a product, service, project or program that not only could be financially feasible, but could contribute to living in more sustainable communities. Additionally, the prize competition provides quality feedback from professionals, collaboration with the Yale Center for Business and the Environment, and opportunities for participants to meet with guest speakers from the business and environmental worlds.

The Sabin Entrepreneurial Prize seeks to:

- Introduce students to the essentials of writing a business plan;
- Provide a real-world platform to practice public speaking and presenting;
- Promote the entrepreneurial spirit;
- Stimulate creativity and critical thinking as it applies to the area of sustainable living;
- Reward effective collaboration in the construction and promotion of a coherent and sustainable business plan.

Who is the sponsor?

Andrew Sabin

***Parent of Samuel Sabin '13 and Matthew Cortes '17
Grandparent of Michael Sabin '21 and Keira Sabin '22***

Mr. Sabin does more than simply provide financial support to hundreds of organizations; he is actively engaged with community and environmental programs around the world. He spearheaded the building of a community recreation center in East Hampton, NY. As an extension of his lifelong fascination with reptiles and amphibians and dedication to environmental education, he founded the South Fork Natural History Museum in Bridgehampton, and he continues to lead nature walks for the institution. Mr. Sabin also participated in an expedition to Papua, New Guinea, that resulted in the discovery of a new species of frog that is named for him: *Aphantophryne sabinii*.

He has served for several years on the environmental law advisory boards at Columbia Law School and UCLA School of Law, relationships that began through his role as treasurer of The Evan Frankel Foundation, which made grants of more than \$17 million during its 15-year existence. Mr. Sabin is also proud to be a member of the board of visitors of the M.D. Anderson Cancer Center at the University of Texas since 2005. In 2007, to provide more professional support for his philanthropy and involve his family in charitable giving, he established the Andrew Sabin Family Foundation. Mr. Sabin's passions are his family, the environment, bicycling and fishing. He also has a fondness for purple martins.

Mr. Sabin's granddaughter, Keira, will join her brother, Michael (current Third Former), at Berkshire this fall to continue the family legacy started by Sam '13 and Matthew '17.

Who are the judges?

Wendy Akroyd

Ms. Akroyd grew up in Irvington, NY, and graduated from Cornell University in 1994 with a B.S. in Plant Science specializing in horticulture. She went on to receive a M.A. in Landscape Design from the Conway School. After living in NYC and Oakland, CA, Wendy moved to the Berkshires in 1997 and opened her first business, Berkshire Botanika, with a partner in Great Barrington, MA.

After a parting of the ways with her partner, Wendy left the area to live in Boston before returning to the Berkshires in 2001 to marry her husband, Robert Akroyd, and start her second business, Trillium, in Lenox, MA. With the birth of their first child in 2005, Wendy sold Trillium and spent the next years focusing on raising her two children and considering what to do next.

Always interested in the arts, being creative and making things, Wendy decided to take courses at The Fashion Institute of Technology in NYC. With her newly gained skills, Wendy launched her current business, a clothing line named Artemesia, in 2010. The company has experienced its ups and downs, but has gotten enthusiastic feedback and has steadily grown. Currently, Artemesia sells its clothing line both wholesale and retail, with customers throughout the US and Canada as well as in Europe and Japan.

Wendy lives in Lenox with her husband, two boys, two dogs, two cats and three chickens. She also has a horse, is an avid equestrian and competes in the Hunters/Jumpers.

Jonathan Sabin

Raised in New York City, Mr. Sabin graduated in 1995 from the University of Michigan with a B.G.S. specializing in business and languages. He has traveled the world extensively and has lived in Cannes, Nice and Aix-en-Provence in the south of France, as well as Lake Tahoe. He currently resides in Sag Harbor, NY with his wife, Susie, and their four children (including current student, Michael '21 and incoming student, Keira '22). Mr. Sabin is a small airplane enthusiast having obtained his private pilot license at the age of 17. He is also proud to be a member of the board of The South Fork Natural History Museum and the Andrew Sabin Family Foundation, which has given millions of dollars to many charities over the last five years.

In his current role as President at Sabin Metal Corporation, he is responsible for a global network dedicated to recycling precious metals from spent petroleum and petrochemical catalysts. Precious metals are one of the most widely recycled commodities having the oldest record of recycling dating back thousands of years.

Vernon F. Taylor III '66

Denver raised, Mr. Taylor graduated from Stanford University in 1970 with a B.S. in Geology/Mineral Engineering. He started and operated companies throughout his professional life, the most recent of which was a private gas pipeline company he co-founded and sold in 2006. He has served as a director or in a management position with the following listed companies: Coca Mines, Chemex Pharmaceuticals, Placer Dome, Inc., Geodome Resources, and Barrington Petroleum, as well as a number of private companies.

Mr. Taylor lives in Sagaponack, NY with his wife, Naomi Marks. Their son, Jake, attends Eton College. In addition to his current seat on Berkshire's Board of Trustees, Mr. Taylor devotes his time to asset management and to further developing two stories he has written – one into a feature film project and the other, a television series.

What are the business plans?

Aqua Vitae

Michael Grise '19 • Thomas Horak '19 • Oliver Libaek '18 • Liam O'Connor '18

Most Americans believe they have an abundant or nearly unlimited supply of water because they never see the tap go dry. However, many states are experiencing restrictions and water shortages that are unsustainable. Aqua Vitae provides a solution towards efficient water usage. Our Greywater Recycling Systems will not only reduce water consumption in highly populated buildings and communities, but the system will save these establishments money as well by reducing water and sewage bills by up to 27%. This is because 27% of the water people use is class A drinking water that gets flushed down the toilet. By recycling greywater from showers and baths, we can replace this clean water with recycled water to have a positive environmental and economic impact.

CyClean

Sydney McGill '18 • Krystal Palmer '18 • Hannah Weymuller '18

CyClean seeks to retrofit gym and studio spin bikes with a generator system that will capture the energy produced. Spin classes are widespread and popular in today's social environment. There are well over 500 spin studios located around the country. With an average of eight classes and thousands of riders each day, these studios have the potential to produce up to 120 kWh of energy daily. CyClean's generators will allow the studios to capture this energy and sell it back to a citywide electric grid. CyClean enables studios to bring in extra revenue, and to contribute to reducing the carbon footprint by implementing a clean energy initiative.

GAEA

Emilio Aristegui Flores '18 • Kathryn Driscoll '18 • Charles Maybury '18

Named after the Greek Goddess of Earth, GAEA is a sustainable aggregation consultation service. It includes a hub that connects all smart devices in a home. As of 2017, the North American smart home device market (which are devices that can interact autonomously) is worth 9.4 billion dollars. However, all of these devices are individual companies, meaning all of their data is disconnected. With these devices centralized through a Wi-Fi connection, our service will aggregate all energy consumption data coming from the home and analyze it. With this aggregated data analyzed, we will consult the individual consumer on how they can be more sustainable based on their lifestyle. Our service will help consumers limit their ecological footprint and save money by reducing their consumption costs.

Methanergy

Devon Halliday '18 • Morgan Heilshorn '18 • Charlie Recchia '18 • James Walsh '19

Methanergy's goal is to centralize the collection of methane from small to medium landfills and convert it into a clean source of electricity. This technology exists but is inefficient on a smaller scale. Currently, only the largest landfills in the country can afford to repurpose their methane due to their scale. Our mission is to bring that technology to smaller companies, expanding their access to the clean energy market.

BrightWater

Katherine Erazo '19 • Elizabeth Nutting '19 • Madison Swirbul '18

BrightWater is an innovative and affordable water purification service for nations struggling with waterborne diseases. A lack of access to clean drinking water is one of the greatest causes of poverty, affecting one billion people today. Our mission is both environmentally and socially sustainable – repurposing PET bottles to enhance the lives of families in developing nations. BrightWater's product purifies water through solar disinfection and offers an economical and tangible solution to the water crisis.



GUIDED BY OUR MISSION

Rooted in an inspiring natural setting, Berkshire School instills the highest standards of character and citizenship and a commitment to academic, artistic, and athletic excellence.

Our community fosters diversity, a dedication to environmental stewardship, and an enduring love for learning.

Pro Vita Non Pro Schola Discimus

Learning – not just for school but for life

www.berkshireschool.org