



THE SABIN ENTREPRENEURIAL PRIZE PRESENTATIONS

**BUSINESS PLAN PRESENTATIONS
AND AWARDS EVENT**

April 25, 2019



BERKSHIRE SCHOOL

SHEFFIELD, MASSACHUSETTS

THE SABIN ENTREPRENEURIAL PRIZE PRESENTATIONS

AGENDA

- 6:30pm** **Welcome and Introductions**
- 6:35pm** **All in One Composting**
with Q&A
- 6:55pm** **SnapKit**
with Q&A
- 7:15pm** **Break**
- 7:25pm** **GreenStride**
with Q&A
- 7:45pm** **Hempon**
with Q&A
- 8:05pm** **Break / Judges Deliberation**
- 8:25pm** **Awarding of The Sabin
Entrepreneurial Prize**
- 8:30pm** **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 grandchildren, Keira '22 and Michael '21, are current students at Berkshire, continuing the family legacy started by Sam '13 and Matthew '17.

Who are the judges?

Mika Frechette

Ms. Frechette received her BA from Williams College in 1993 with a dual major in Psychology and Art History. She received her MBA from Columbia Business School in 1997. Her early career was in consulting and finance (with a focus in the pharmaceutical industry) in New York City. She rounded off her stint in New York as a speech writer for the Head of Memorial Sloane Kettering Cancer Center as she began her family.

Most recently, Mika moved with her husband and four children (including current students, Michael '21 and Harley '19) to Vermont where she founded Stoneledge Farm + Home – a lifestyle brand. She is currently working as a farmer, designer, and curator for her brand and has recently opened her second Airbnb in the “experiential retail” sector of the boutique hotel industry. She defines herself as an entrepreneur and has founded three different registered LLCs. She is passionate about small business ownership and management.

Luciana Miranda

Ms. Miranda is Global Head of Marketing for Futures and Options, OTC Clearing and FX Prime Brokerage at Bank of America Merrill Lynch. In this role, she is responsible for driving the global client agenda and increasing the awareness of current and prospective clients on the full depth and breadth of the bank’s futures and options, OTC clearing and FX prime brokerage capabilities.

She joined the firm in September 2013, after spending the previous six years at Deutsche Bank, most recently as Head of Americas Clearing and Execution Sales. Prior to joining Deutsche Bank, she worked at Goldman Sachs for fourteen years in a variety of roles, including Managing Director in Emerging Markets Sales. She started her career in financial services at Citibank.

She holds a BS in Business Administration from Fundação Getúlio Vargas in Brazil and MBA with a concentration in Finance from the London Business School. Her son, Lucas, is a current Fourth Former at Berkshire.

Chris Weld

Mr. Weld grew up on a 40-acre property in northern Westchester County, where he first developed his love for the outdoors, gardening and working with his hands. He graduated from Skidmore College in 1987 with a BS in Biochemistry, focusing on medicine and the environment. He went on to receive a Master's Degree in Emergency Medicine from Albany Medical School and spent approximately twenty years working in the emergency medicine field, mostly in the Oakland, CA area. After living in Marin County, CA with his wife and family for fifteen years, he returned back East (the grass may be greener, but it is just as tough to cut) and has lived on an apple farm in Sheffield, MA for the last fifteen years.

In 2007, Mr. Weld started Berkshire Mountain Distillers in Sheffield – the first legal distillery in the Berkshires since prohibition, and he continues to run that company today. In 2018, he co-founded Berkshire Welco LLC, a vertically integrated recreational cannabis company, also in Sheffield, of which he is acting CEO.

What are the business plans?

All in One Composting

Brooks Gammill '19 • Aidan Metcalfe '19 • John Pratt '19

All in One Composting is a composting service company that will install, upkeep, and ensure an at-home composting system that efficiently diverts food waste from ending up in landfills. Our goal with All in One Composting is to make composting effortless for every homeowner that may not have the knowledge, experience, or time in order to set up and maintain a composting system on their own. Our staff would come eight times a year for check-ups to upkeep the composting process within the bin and remove finished compost. The homeowner has the choice to keep the compost that their bin has produced for their own use, or if someone does not have a large need for the compost, our staff will collect the compost in eco-friendly bags and find a home in need of compost. All the homeowner would have to worry about is emptying out their kitchen food scraps bin that we provide into their compost bins outside exactly like they take out their trash.

SnapKit

Lila Childs '19 • Max McKersie '19 • Aimi Sekiguchi '20

SnapKit is a new system to organize beauty products; it completely simplifies the effort to manage your collection. Our magnetic pallets combine products from existing popular wholesale retailers and allow customers to create their own palette with customized inserts. Customers will initially build their own palette on our website with our sustainable, magnetic cosmetic container and inserts of their choosing. As customers expand or replace their insert collection, they will only be disposing the inserts instead of a makeup container and layers of packaging, largely cutting down on plastic waste. SnapKit will be the first cosmetic company of its kind that not only provides the multi-brand customizable component that revolutionizes the common inconvenience amongst makeup users but is also sustainable.

GreenStride

Allegra Giordano '20 • Brendan MacDonald '19 • Nick Steed '19

GreenStride is a service that will bridge college students, who are interested in recycling, with the facility to recycle.

GreenStride will sponsor recycling stations and will pick up old sneakers from those stations and bring them to be converted to rubber gym products. Using new technology, GreenStride will reconvert the shoes into their original materials: foam, leather, textiles and rubber. GreenStride will then sell the rubber to Rubber Flooring Inc, an Arizona based company, which will convert it into rubber-based gym products. GreenStride will make recycling easy and fun by hosting events twice a year at colleges, where previously lazy college students will be motivated to recycle with the incentive of prizes and doing good. GreenStride has plans to expand its recycling program to include such ubiquitous college waste such as mattresses and sports uniforms. We believe our service will make recycling easier and fun, ultimately eliminating the inevitable waste created by temporary boarding facilities.

Hempon

Haines Corrigan '19 • Mads McDonough '19 • Louise Rosenblad '19 • Elliot Winoker '19

Hempon is a 100% hemp-based tampon, that not only prevents unnecessary plastic and cotton waste, but also benefits the health of its users. It provides a healthier, eco-friendlier alternative to the otherwise wasteful and chemically-treated conventional tampon. Whether the customer throws their tampon in the trash or in their backyard, it will decompose within three to six months and leave behind no trace. We will sell Hempon in customizable sets through a subscription service online, making it a product accessible to women across the United States. Hempon will be partnering with Girls Helping Girls Period, a non-profit focused on making hygiene products available to women who are unable to afford them, in order to help promote the coupling of hygienic necessities with sustainable practices. Hempon provides a product that is both healthier for women and healthier for the Earth.



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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.

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