

## September 8, 2020 Startup Monterey Bay Tech Meetup - Meeting Chat

18:08:38 From Hillary Talbot : I'm in Vermont

18:09:10 From Fred Cohen : My email address is [fc@angeltoexit.com](mailto:fc@angeltoexit.com) -> Share your email address?

18:11:35 From Fred Cohen : [a2e.co](http://a2e.co) for free content and other opportunities

18:14:50 From Hillary Talbot : Hillary

18:15:27 From Dutch Meyer : Dutch Meyer, Monterey Peninsula Law Inc., Attorney, [dutch@monterey.attorney](mailto:dutch@monterey.attorney)

18:15:30 From Travis Williams : Trav Williams [twilliams@hartnell.edu](mailto:twilliams@hartnell.edu) business instructor

18:15:31 From Avalon Surratt : Avalon Surratt [avalon.surratt@gmail.com](mailto:avalon.surratt@gmail.com) I am a third year undergraduate bio major at CSUMB.

18:15:52 From Richard De Andrade : <https://solareholding.com/leadership>

18:16:07 From Richard De Andrade : Richard de andrade [richard@solareinc.com](mailto:richard@solareinc.com)

18:16:17 From Doug : Scoot Scienc3

18:16:22 From Hillary Talbot : [hillary@sailcommuntiycapital.com](mailto:hillary@sailcommuntiycapital.com) | Crowdfunding for Startup and Small Businesses

18:16:23 From Brett Goldsmith : Brett Goldsmith - Joby Aviation since 2009 doing Flight Test, Simulation, Regulatory Standards and many other things - [brett.goldsmith@jobyaviation.com](mailto:brett.goldsmith@jobyaviation.com)

18:16:43 From Saad Ali : Saad Ahmad Ali sali

18:16:48 From Sharon Barrington : Sharon Barrington [sbarrington08@comcast.net](mailto:sbarrington08@comcast.net) I am a Project Manager in High Technology. Good to see everyone tonight !

18:17:49 From Kevin Dobson : [Dobsonkevin5@gmail.com](mailto:Dobsonkevin5@gmail.com)

18:17:58 From Saad Ali : [sali@csumb.edu](mailto:sali@csumb.edu). Recent graduate with a Business Administration degree from CSUMB

18:18:07 From Jason Appler : Jason Appler [Jason@cypresscoastdesign.com](mailto:Jason@cypresscoastdesign.com)

18:20:13 From Kevin Dobson : Several technologies to combat global warming via storage and generation.

18:20:43 From Nina Cornelius : Kathybelle Barlow [kbarlow@csumb.edu](mailto:kbarlow@csumb.edu)

18:21:56 From Doug : <https://zhacks.devpost.com/>

18:22:37 From Gregorio Alfaro : Gregorio Alfaro [gregorioalfaro@student.hartnell.edu](mailto:gregorioalfaro@student.hartnell.edu) student at Hartnell Community College Ag Business major

18:22:39 From John Tannaci : John Tannaci | [johntannaci@gmail.com](mailto:johntannaci@gmail.com) | higher education executive and former chemistry professor | just moved back to Santa Cruz after six years abroad | interested in tackling challenging problems, especially in higher education, economic development, and sustainability

18:24:08 From Neil Ahir : Neil Ahir [nahir@csumb.edu](mailto:nahir@csumb.edu) I am currently in my final semester at CSUMB and I am a Business Management major.

18:24:15 From Michael Sikand : My LinkedIn if anyone would like to connect!  
<https://www.linkedin.com/in/michael-sikand-b021aa109/>

18:24:49 From Mary Jo Zenk : Thrive Demo Day 20 - <https://tinyurl.com/ThriveDemoDay>

18:25:48 From Mary Jo Zenk : Startup Investment and Community Capital Expo  
18:25:52 From Mary Jo Zenk : <https://www.siccmonterey.com/>  
18:27:34 From Cindy Merzon : Cal Coastal SBDC has companies for GetVirtual.org  
18:28:15 From Kenneth : Sweet! Send them our way. We would be more than happy to help them out1  
18:28:24 From Mary Jo Zenk : Have companies sign up at <https://www.getvirtual.org/sign-up>  
18:29:22 From Kenneth : For student volunteers:  
<https://docs.google.com/forms/d/1MBk2YWcQ-rMLFhH-y-ZEMGU7KWDQR1VbcWwKKevEHXE/>  
18:29:35 From Fred Cohen : Interested in presenting to investors? See <http://a2e.co/GoToAngel.html> for upcoming opportunities.  
18:30:52 From Fred Cohen : URL for the podcast?  
18:33:41 From Fred Cohen : Do you support the legal requirements for hiring student interns? Have background checks and similar definitive information? How do you handle the legal issues associated with hiring?  
18:33:47 From Brad Barbeau :  
<https://podcasts.apple.com/us/podcast/our-future/id1511226610>  
18:33:52 From Jim Wagoner : Jim Wagoner | [jim@wagonerconsults.com](mailto:jim@wagonerconsults.com) | local operations and engineering consultant  
18:34:41 From Rachel Hankerson : Great presentation and product, Michael!  
18:35:20 From Fred Cohen : Is this integrated into university programs?  
18:35:46 From Fred Cohen : CA regulations require many things...  
18:35:56 From Jason Appler : I'm starting a small product design company in Monterey, and thinking of offering prototyping services as a part of the business. Anyone know what the demand might be for prototyping/small scale manufacturing in the area? I can be reached at [Jason@cypresscoastdesign.com](mailto:Jason@cypresscoastdesign.com)  
18:38:41 From Daven Segura : Im currently in the prototyping stage for my own company, and I know many startups in orange county are on that stage as well, U cannot speak for the demand in Monterey.  
18:38:52 From Daven Segura : I\*  
18:40:49 From Michael Sikand : Thank you for the questions and interest!  
18:41:31 From Kenneth : Dan the Man!  
18:42:13 From Mary Jo Zenk : For Monterey and San Benito counties - small business can get help at <https://calcoastalsbdc.com/>  
18:42:53 From Mary Jo Zenk : For Santa Cruz County - small business can get help at <https://www.santacruzsbdc.org/>  
18:48:15 From Brad Barbeau : Can you clarify about "SBA doesn't accept or deny loans - that's up to the lender." But the SBA (or its representative, like Cal Coastal) does decide whether to provide the guarantee, right?  
18:51:26 From Rachel Hankerson : Great job, Scott!!! Thanks for sharing!!!  
18:54:08 From Michael Sikand : Rich soaking up the sun  
18:57:26 From Fred Cohen : Not trade secret any more... Once shown publicly...

18:58:33 From Avalon Surratt : Does Solare work with any floral growers in the Monterey Bay region?

19:02:11 From Carolyn Jane Jones : How do the workers engage in the software? Or how is the data input in the to system?

19:03:21 From Kevin Dobson : Can meat, dairy, bulk, & international foods be possibly traced?

19:05:43 From Rachel Hankerson : Interesting product, Richard!

19:07:15 From Michael Sikand : question

19:09:20 From Robert Behl : You have GPS, but still not sure I understand how you know how many strawberries are being picked, and from exactly where, etc

19:11:21 From Richard De Andrade : We know the count and boxes done by every single worker

19:11:42 From Richard De Andrade : we also know the location of every worker

19:17:30 From Rachel Hankerson : Wow! This is a great technology.

19:17:58 From Daven Segura : Would we have to see increased landing pads or respective areas created to allow the landing of this aircraft?

19:18:12 From Fred Cohen : You are saying will and does - does it do this now, or will it do it someday maybe?

19:18:43 From Daven Segura : Very innovative idea overall

19:18:58 From Fred Cohen : No such thing as "absolutely safe"

19:19:00 From Maryam Khoshlahjeh : It is designed to do it, we are flight testing to verify it does it!

19:19:50 From Michael Siracuse : What does CTOL stand for?

19:20:18 From Jason Appler : Cool stuff from Joby. It was mentioned that Joby's mission is to save people time from traffic. Is time savings for the customer the metric you're using to measure success?

19:20:41 From efren vasquez-phillips : can it recharge from solar energy or does it need to be plugged into a battery/ power-cell source?

19:21:09 From efren vasquez-phillips : ooo intel invested in this? That's really cool

19:21:15 From Jessie Keating : The abbreviation is VTOL (vertical take-off and landing)

19:21:46 From Brett Goldsmith : There would indeed need to be new vertiport locations to realize the level of interconnection that we would hope to enable. This is less of an obstacle than you might imagine. I used to think that we would have to pay for these facilities, that we would have to pitch them and win approval from existing business. As it turned out, there are many existing businesses which would love to host a vertiport on their buildings.

19:21:47 From Maryam Khoshlahjeh : Conventional take off and Landing (CTOL) as airplanes do.

19:22:21 From Brett Goldsmith : Just as an example, imagine how Starbucks might view having a vertiport on the roof.

19:22:23 From Robert Behl : Does it swap batteries? If not, will spend a lot of time flying back to base and sitting there for fast (usually only 80%) charge.

19:22:36 From Brad Barbeau : What is the vehicle wait compared to a helicopter?

19:22:41 From Le-Jun Yin : So, it competes with commercial choppers, doesn't it? How does FAA regulate it?

19:22:43 From Brett Goldsmith : It utilizes fast charging technologies.

19:22:47 From Michael Sikand : @Doug Joby interview one day...

19:23:09 From Kevin Dobson : Can you discuss the public/private seed funders to this point, and what they wanted to know of you to fund?

19:23:24 From Fred Cohen : No funding request - do you need funding?

19:23:27 From Brett Goldsmith : At Joby, we're working with the FAA, EASA, and our peer companies at authoring new standards for the regulation of the aircraft.

19:24:21 From efren vasquez-phillips : Can it recharge via solar?

19:24:38 From Brett Goldsmith : The FAA is very interested in enabling the technology, and the burden is primarily on us to present the certification basis.

19:25:14 From Brett Goldsmith : It will operate via SVO (Simplified Vehicle Operations) so it will be exceptionally safe with average piloting skill required.

19:25:52 From Nathaniel Thompson : I'm very impressed with Joby. Any openings for an experienced systems analyst or project manager at your Marina location?

19:26:12 From Brett Goldsmith : Ultimately, we want to be much quieter, safer, and far more cost effective than existing helicopters.

19:26:30 From Le-Jun Yin : Airworthiness certification test status?

19:26:37 From Fred Cohen : Looking for funding?

19:26:37 From Michael Sikand : Kobe Bryant's tragic death was a reminder of the risks of helicopters. How will the Joby aircraft be safer?

19:26:58 From Brett Goldsmith : The idea is to make it affordable enough to benefit the majority of commuters.

19:27:41 From Brett Goldsmith : That tragedy, like many, is one that appears to me to be primarily one that resulted in a breakdown of human factors.

19:28:05 From Michael Sikand : Fred team up with Toyota

19:28:23 From Kevin Dobson : Are you relying on something beyond lithium Ion batteries?

19:28:39 From efren vasquez-phillips : right on! very good presentation! Super interested!

19:28:45 From Brett Goldsmith : There is a long list of reasons that this platform should be far safer than such operations, both from procedures, and vehicle operations.

19:28:47 From Rachel Hankerson : If you are look to fund a company, please consider, International PROOF Systems, [www.InternationalPROOFSystems.com](http://www.InternationalPROOFSystems.com)

19:28:58 From Michael Sikand : Absolutely crushing it Carolyn. Let's go

19:29:05 From Sara Wait : Excellent job Carolyn Jane Jones!!!! Woot!!!!

19:29:15 From Fred Cohen : If you are looking for funding, <http://a2e.co/GoToAngel.html>

19:29:23 From Richard De Andrade : good job presenters!

19:29:32 From Fred Cohen : We already work with Toyota Ventures

19:29:57 From Amy Gross : Fantastic job Carolyn Jane- Way to represent!! Woot!

19:30:14 From Rachel Hankerson : Great presentation, Carolyn!

19:30:35 From Mary Jo Zenk : iiED Newsletter sign- up at <https://tinyurl.com/iiEDnewsletter>

Register for next month's Tech meetup at <https://tinyurl.com/yy5bm77r>

19:30:36      From Morgan Mader : Excellent job Carolyn! Woot!  
19:30:59      From Scott Rogalski : Great presentations and cool concepts  
19:31:02      From Brett Goldsmith : Kevin, we are actively working on and supporting new battery research and development, but are heartened to see what is possible with batteries of today.  
19:31:13      From Michael Sikand : Ourfuturehq.com - get insights every Sunday from executives at companies like Impossible Foods, the NBA, and Bain  
19:31:57      From Michael Sikand : Fred press save chat, (three dots)  
19:32:01      From Nathaniel Thompson : the chat file can be saved by any participant  
19:32:05      From Brett Goldsmith : <https://www.jobyaviation.com/#careers>  
19:32:09      From Kevin Dobson : Thanks Brett!  
19:32:10      From Nina Cornelius : Under the dots to the side,  
19:32:13      From Doug Erickson : great event!