

WELCOME

CLASS OF 2026

Team Chemistry – Leveling Up Your Company

COURSE SCHEDULE

Week	Date	Course Title	Presenters
✓	May 26, 2026	Entrepreneurship 101 – What It Takes To Commercialize Your Tech	Allison Yacci, DataCicada
✓	Jun 2, 2026	Discover Customer Discovery	Olga Petrova, University at Buffalo Kathryn Cherney, Binghamton University
✓	Jun 9, 2026	Evaluation of the Opportunity – Patentability and Marketability Basics	Joy Goswami, SUNY RF Peter Fallon, SUNY RF Garrett Smith, SUNY RF
✓	Jun 16, 2026	How To Win Grants – Mastering Non-Dilutive Funding Sources	Kirk Macolini, InteliSpark
✓	Jun 23, 2026	Mastering Startup Agreements & Exit Strategies	Rich Honen, Phillips Lytle
📌	Jun 30, 2026	Team Chemistry – Leveling Up Your Company	Doug Benel, SUNY RF Ana-Maria Galeano, Galeano Law Firm
7	Jul 7, 2026	Strategies for Unstoppable Success	Arel Moodie, Reed Oak
8	Jul 14, 2026	Telling and Selling Your Story	Michael Lightman, Hate Your Deck
9	July 20- July 24	1:1 Meeting With SUNY Venture Advisors	
10	Jul 28, 2026	Demo Day and Graduation	You!

COURSE SCHEDULE

WHAT YOU NEED TO KNOW

- **May 26–July 14:** Instructional Zoom webinars will be held every Tuesday from 10:30–12:00 PM ET. Invites have been sent. Recordings will be sent within 24 hours after class.
- **June 29 – July 27:** Virtual I-Corps short regional course.
- **June 30:** Apply to pitch at Demo Day. Link will be included in the follow-up materials. **Deadline to apply: Friday, July 10th.**
- **July 20 – July 24:** Office hours with Venture Advisors to apply what you are learning and prep for your Demo Day pitch.
- **July 28:** S4 culminates with a Demo Day and Graduation celebration where participants pitch their technology or venture for up to \$200k Technology Accelerator Fund Catalyst Investments. Demo Day and Graduation are scheduled to be in person at the University at Albany's ETEC Complex in Albany, NY on July 28.



LEADERBOARD

 Leaderboard			
#	First Name	Last Name	Points
1	Ilya	Deadoff	18
2	Jason	Tepper	16
2	Karlheinz	Strobl	16
2	Patrick	Oduro	16
5	Adan	Gomez	15
5	Batuhan	Erkat Cohen	15
5	Margarita L.	Dubocovich	15
5	Mehdi	Ghayoumi	15
5	Uttam	Singiseti	15
10	Hayford	Perry Fordson	14
10	Huiyuan	Guo	14
12	Aishwari	Talhan	12
12	Alicia	Smith	12
12	Richard	Chan	12
12	Dinesh	Venugopal	12
12	Eric	Mountain	12
12	Erica	Sharpe	12
12	Guanhua	Yan	12
19	Chong	Cheng	11
19	Daniel	Noon	11
19	John	Fetse	11
19	Joshua	Cheuk	11
19	Ladan	KhoshbinSarokalaee	11

 Leaderboard By Campus		
#	Campus	Points
1	University at Buffalo, SUNY	299
2	Binghamton University, SUNY	163
3	Stony Brook University	103
4	University at Albany, SUNY	82
5	Upstate Medical University	70
6	SUNY College of Optometry	40
7	SUNY College of Environmental Science and Forestry	36
8	SUNY Oswego	21
9	SUNY Canton	15
9	SUNY Empire State College	15
11	New York State College of Human Ecology at Cornell University	14
12	Buffalo State, SUNY	13
13	Monroe Community College, SUNY	12
14	Farmingdale State College, SUNY	7
14	SUNY Brockport	7
16	SUNY Cortland	6
16	UCAWD/SUNY ATTAIN	6
18	FIT State University of New York	4
19	SUNY Polytechnic Institute	3
20	Harvard Medical School	1
20	SUNY Cobleskill	1



SUNY TECHNOLOGY ACCELERATOR S4 CATALYST INVESTMENT ELIGIBILITY

To be eligible for a TAF S4 Catalyst Investment, teams and/or companies must meet **ALL** of the following requirements:

- Developing technology that is SUNY intellectual property;
- Enrolled in the S4 Class of 2026;
- Participate in the S4 Demo Day pitches on July 28, 2026;
- By December 31, 2026, complete the company formation process if a company has not already been formed; and
- By December 31, 2026, the company receiving the TAF S4 Catalyst Investment must demonstrate that it has an active license or option to the technology it plans to commercialize from a SUNY campus.



QUESTIONS ABOUT

Email Us at S4@rfsuny.org

Let's jump into our sixth session!

Leveling Up Your Company

TEAM CHEMISTRY

Doug Benel & Ana Galeano
SUNY Startup Summer School
June 30, 2026



Topics Covered

Why Build A Team?

Walkthrough the Team Building of a Hypothetical Company

Starting Team Building Conversations



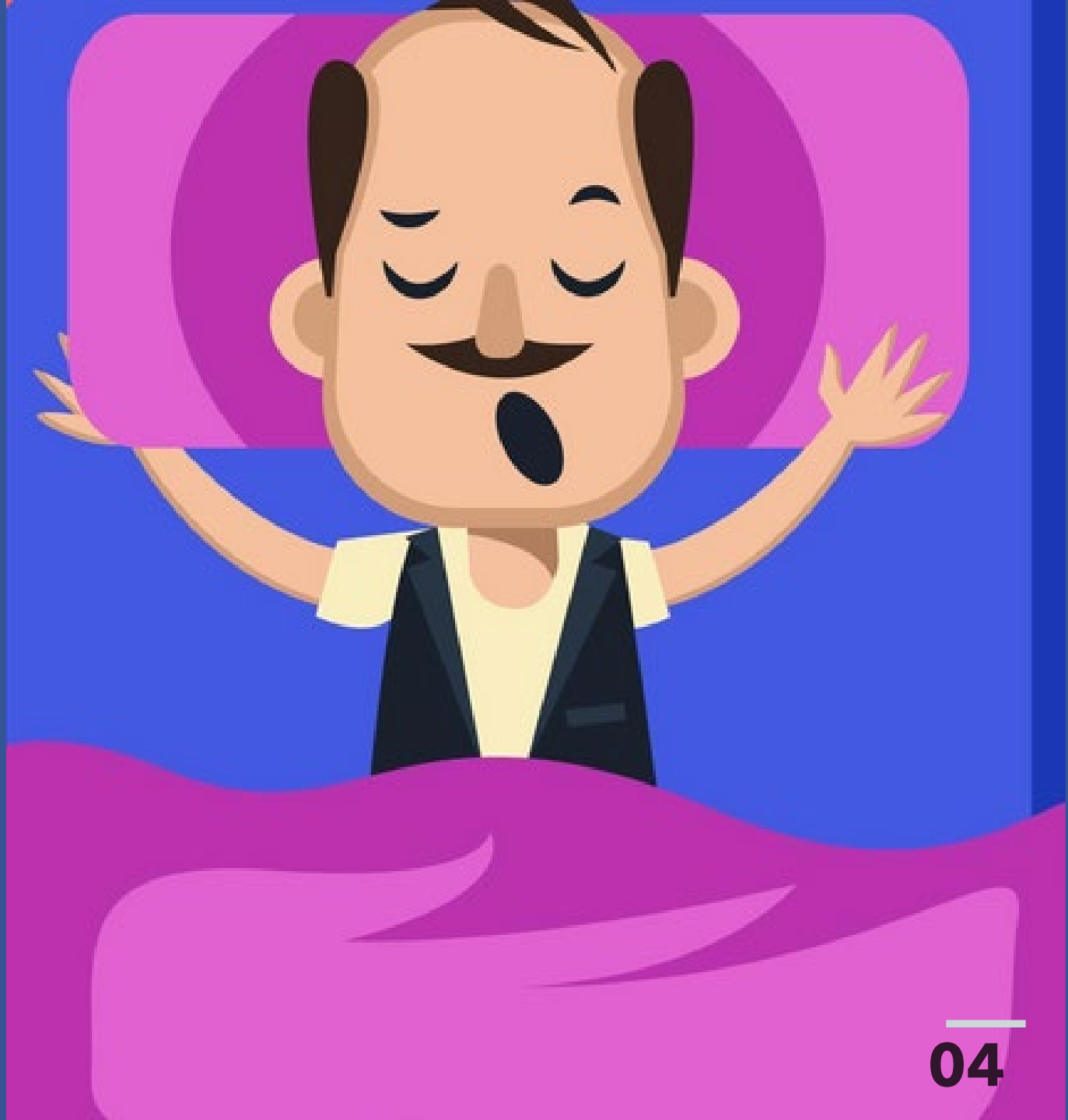
Why Build a Team?

A Low Tech Explanation



It All Comes Down to Time

There is only so much
in one day ...



TO DO LIST

Create Pitch Deck

Attend Trade Shows

Faculty Duties

Call Accountant

Write SBIR Proposal

Meet Investors

Design Packaging

Meet Partners

Prep Taxes

Family Vacation Hobbies

Get Letters of Support

Meet Attorney

Market Research

WE'RE
LOOKING FOR A FEW
REMARKABLE
INDIVIDUALS!



Ideal Team Member Equation

$$TM = P + T + B^2$$

Team Member = Person + Time + Belief
(squared)

Belief as Strong as Yours





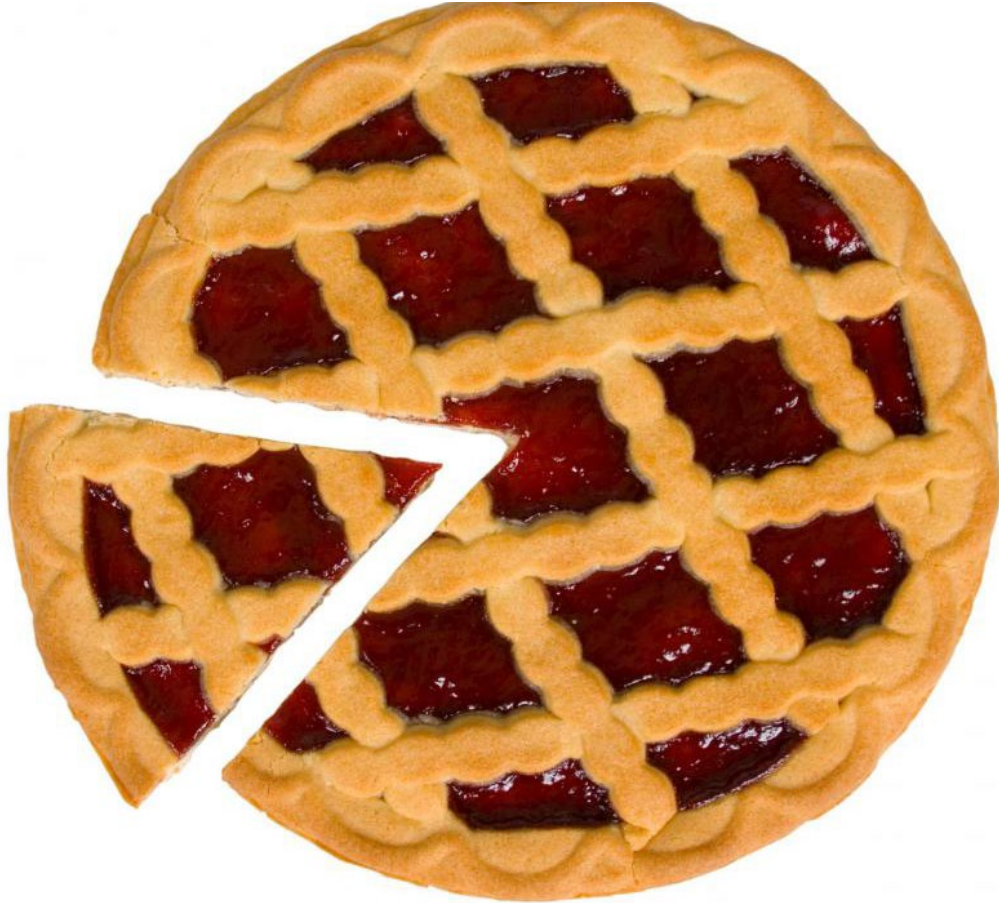
REWARDS



Team Members all get a share of the pie ...



What's the right way to SLICE a pie?



CFO

COO

CEO

CMO

CTO



Team Building Walkthrough

Welcome to the
"Hen Party"



Dr. Kristie
Assistant Professor
Chemistry

Founder, HEN PARTY



ME 100%



Dr. K's Lab



Dr. Raj
Department Chair



Dr. Marge
Postdoc



Haley
PhD Candidate



Fatima
PhD Student



Zack
PhD Student

Dr. K's Lab

Fatima
PhD Student



Solution: Appoint Student

Passive Role



Dr. Kristie

Assistant Professor

Entrepreneurial Lead



Fatima

PhD Student

Back to the Drawing Board ...



Dr. Raj
Department
Chair

Solution: Equal Partnership



Dr. Kristie
Assistant Professor

50 / 50



Dr. Raj
Department Chair

Back to the Drawing Board ...



Solution: The Collective



Dr. Raj
Department Chair



Dr. Marge
Postdoc



Haley
PhD Candidate



Fatima
PhD Student



Zack
PhD Student

Solution: The Collective

Dr. Raj

Department Chair



Dr. Marge

Postdoc



Haley

PhD Candidate



Fatima

PhD Student



Zack

PhD Student



Dr. K

Assistant Professor



**16.6% Equal Equity Shares
= 100% of Ownership Distributed**

DESPERATION

**Maybe a simpler
solution?**

Play it safe?



KEEP IT IN THE FAMILY ...

Sis

Mom



Is There a Right Way to Form a Team





Best Practices for Team Building

**Define Roles
&
Expectations**

Vesting

**Founders
Agreement**

PROFESSIONAL SUPPORT



Attorneys



Accountants

BOARD MEMBERS

- **Advisory Board**
- **Board of Directors**



Where From Here?

Network

Team building begins with conversations.



Q & A



THANK YOU

Please answer the Zoom poll question

Recording will be sent within 24 hours

Don't forget to connect with us on [LinkedIn](#)

Reach out with any questions, issues or ideas

SEE YOU NEXT
WEEK FOR

Strategies for Unstoppable Success with Arel Moon