

2024 Taiwan Selects LA 工研新創/新東向 June 20-21, 2024



台灣新東向全球產學研聯盟協進會
Taiwan global Eastbound Association of Launching America



台灣工研新創協會
Taiwan ITRI
New Venture Association

April 26, 2024
施旻宜 李志傑 @ Los Angeles

Taiwan Selects LA

June 20-21, 2024

洛杉磯是一座擁有健全創業生態系統的城市，尤其適合創新和新創。同時，洛杉磯也以其多元化而聞名，是台僑文化和地方人才的最大聚集地。

在本屆於洛杉磯舉辦的 Taiwan Selects LA 活動中，台灣業主將有機會和各個領域的專家面對面，進行涵蓋法律（業務、移民、R&D 優惠等）、財務（風投、銀行、投資銀行）、資本投資（天使投資、風險投資、私募股權、Family Offices 等）、市場營銷、銷售和政府激勵等專業的交流與請益。此外，我們還將舉辦多場專題討論會 (panel discussions)，針對想要進入美國市場的台灣成熟企業，提供客製化量身訂做的計畫。本次活動也會邀請在美國各行業的成功人仕做主題演講嘉賓。

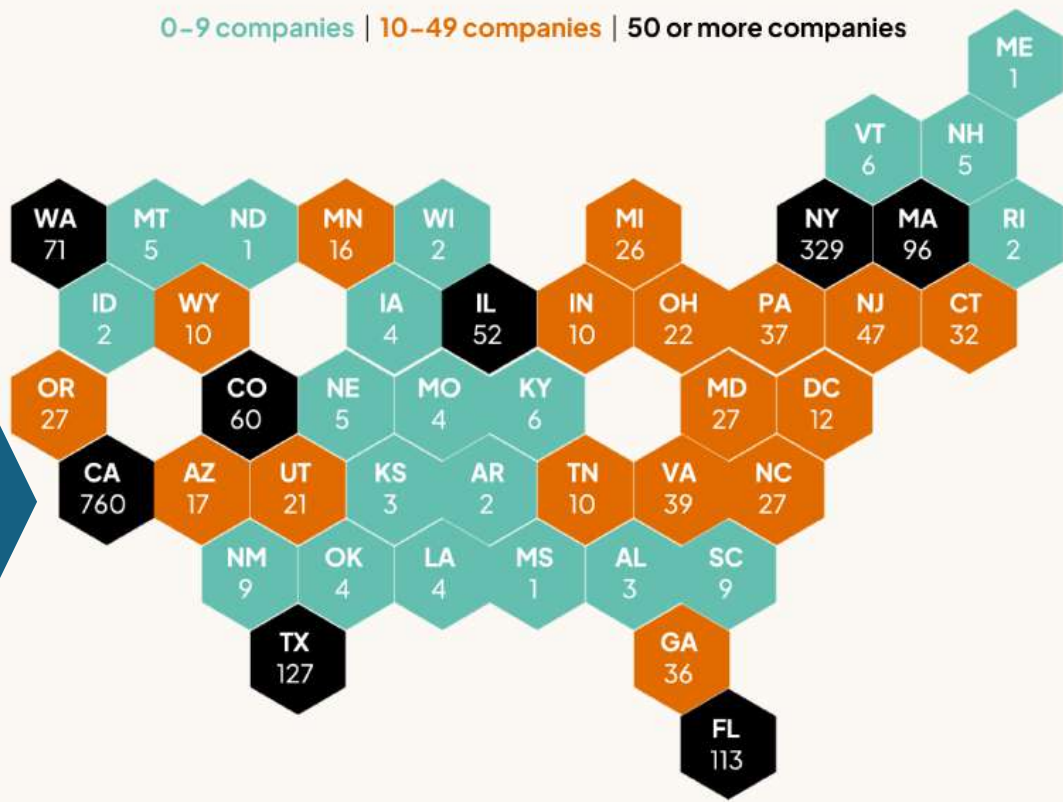
Where The Ecosystem and Money Is?

CA + NY = 52% of pre-seed companies raising so far in 2023

Total companies raising pre-seed capital by state and total capital raised by state segment | H1 2023

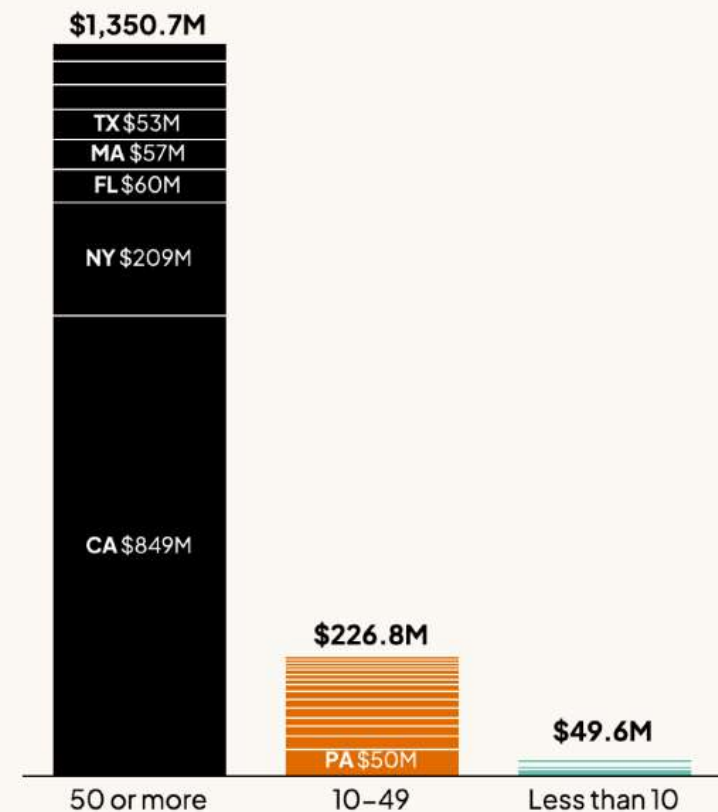
Number of companies raising pre-seed capital by state

0-9 companies | 10-49 companies | 50 or more companies



More than just
Silicon Valley
不僅僅是矽谷

Total capital raised by state segment



矽谷 Vs. 洛杉磯

Top 30 Best Cities for Startup Ecosystem



- **Silicon Valley** is globally renowned as the technology and innovation hub of the world. It is home to numerous tech giants, startups, venture capital firms, and research institutions.
- **Los Angeles** has a more diverse, multifaceted economy with a strong focus on entertainment, media, and gaming, logistics, aerospace, and medical/healthcare. It also boasts a significant presence in industries like fashion and international trade. Additionally, it is more startup-friendly...

洛杉磯 - 健全並成熟的新創生態系統

Innovation & Talent Pool

- Academia
- Talent pool
- IP generation



Service

- Legal (including investment & immigration)
- Finance and fundraising
- IP agreement and protection
- FDA regulatory and quality
- Cybersecurity
- Manufacturing and logistics
- Sales and Marketing



Capital

- Angels
- Angel Networks
- Venture Capitals
- Family Offices
- Private Equities



Launching Business

- Incubators
- Accelerators
- NGOs



洛杉磯 - 在地團隊，提供真實價值

- 實際且全面性的協助，以及清晰的計劃和時間表，帶來具體且可衡量的成果
 - Corporate Structure, Vision → Strategy → Executable Plan
 - e.g. KPIs, Milestones, Timeline
- 借助洛杉磯在地新創微生態系統和已整合的資源
 - e.g. 精準對接(對的)加速器、Resources、Advisors、投資人
- 密切結合的產品/服務與市場目標
 - e.g. Product-Market Fit, Go-to-Market, Business Model
- 與在地的關鍵和戰略性合作及投資夥伴的接軌
 - Relationship, Partnership, & Network
- 多語言和多文化運營

Thursday, June 20, 2024 Schedule

Two routes of touring LA ecosystem are planned: one **Hospitality Track** and one **Tech Track**.

Hospitality Track, to be led by Dr. Cervantes Lee

Time	Agenda
1:00 pm	Pick up from the proposed hotel
1:00-5:30 pm	Ecosystem: Touring at Westfield Culver City Mall (6000 Sepulveda Blvd, Culver City, CA 90230) or Del Amo Fashion Center (3525 W Carson St, Torrance, CA 90503)
5:00-8:30pm	Networking Dinner with the City Mayor of Torrance: Select Torrance
9:00 pm	Drop off at the hotel

Tech Track, to be led by Dr. Min-Yi Shih

Time	Agenda
1:00 pm	Pick up from the proposed hotel
1:00-5:30 pm	Ecosystem + Accelerator + Coworking Space Tours 1. LA Accelerators (BioScienceLA + Techstars LA) 2. Accelerator and Coworking Space near USC 3. The Lundquist Institute (bio- and life-science incubator and accelerator)
5:00-8:30pm	Networking Dinner with the City Mayor of Torrance: Select Torrance
9:00 pm	Drop off at the hotel

Friday, June 21, 2024 Schedule

Time	Agenda
7:30 am	Depart from the proposed hotel
7:30-8:00 am	Check-in at LMU
8:00-8:30 am	Networking Coffee
8:30-9:00 am	Opening (Teala, TINVA, TECO, and more)
9:00-10:20 am	Taiwan companies' presentations, 25 teams * 3 minutes each
10:20-10:40 am	Networking Break
10:40-11:20 am	Panel #1: Business Service Provider Panel (Legal, Finance, Taxation, HR, Immigration) + Q&A
11:20-12:00 noon	Panel #2: Entering US Market Panel: Trends, Product-Market-Fit, Learned Lessons + Q&A
12:00-12:20 pm	LA Hospitality Talk by Dr. Cervantes Lee
12:20-1:20 pm	Networking Lunch
1:20-2:00 pm	Keynote #1: Asian American Business in the USA, John Chiang
2:00-2:20 pm	Networking Break
2:20-5:30 pm	Breakout Sessions
Tech: MedTech + ESG + AI	Panel #3: Regulatory Compliance (including FDA Process) + Q&A
	Networking Break
	Panel #4: Business Development, Sales and Channels, Go-to-Market, Branding + Q&A
	Networking Break
	Panel #5: Tech Fundraising + Q&A
5:30-6:00 pm	Keynote #2: AI Business in the USA, Ning Ning Yu
6:00-8:00 pm	Networking Dinner

費用

\$300 per person.

Fee includes:

- Transportation of tour(s)
- Foods & Drinks (6/20: Dinner; 6/21: Lunch, Dinner, and Refreshments)

Fee DOES NOT include:

- Hotel accommodation
- Transportation other than scheduled tours

Hotel Recommendation

- Hilton Los Angeles Culver City
- Dr. Lee is working with the hotel directly to block the rooms and negotiating a promotion code.
- The Hilton Los Angeles Culver City has rooms ranging from \$220–\$280 per night.
- The hotel is in close proximity to LAX (3.6 miles) and within walking distance of the LMU Campus (0.8 miles/15 minutes).



Hilton Los Angeles Culver City

- <https://www.hilton.com/en/hotels/laxwehh-hilton-los-angeles-culver-city/>
- <https://www.google.com/maps/place/Hilton+Los+Angeles+Culver+City/@33.9826814,-118.3964934,15z/data=!4m9!3m8!1s0x80c2b0ac4321278d:0xae91f10839978d45!5m2!4m1!1i2!8m2!3d33.9826814!4d-118.3964934!16s%2F1tgf810c?entry=ttu>

Locations



Locations (Zoom in)



Venue: Loyola Marymount University (LMU)

洛約拉馬利蒙特大學 in Silicon Beach, Los Angeles



<https://www.lmu.edu/siliconbeach/>

Taiwan Selects LA @ LMU - June 21, 2024



Target Guests & Panelists

MedTech + Capital



Parisa Khosropour
TCA LA President
Medical Device Executive



Kwame Ulmer
Venture Partner
Wavemaker
Ex-FDA/510K



William Phillips
GTM MedTech Executive
Advisor/Investor



Monica Jain, MD
FACS Asst Prof of
Surgery/Surgical
Innovation Officer,
Venture Partner



Darren Eng
Executive Director
Los Angeles Venture Association
(LAVA)

ESG



Carlos Gutierrez
CEO, LARTA
(NGO & Accelerator)



Ann Lee Carpenter
CEO & Co-founder,
Braid Theory



Jim Cooper
CEO
Blue-X

AI & DeepTech



Christopher Yang
Investor
IT Executives, Investor
Keynote Speaker



Katherine Przygode
Cloud Computing
Partner at Newport LLC, Tech
Entrepreneur, Investor



Joshua Y. Lee
Founder of Ardius

Target Guests & Panelists

Accelerators



Lucas Pols
Managing Partner Pegasus
Angel Accelerator

Matt Kozlov
Managing Director Techstars
LA

Academia



Trish Halamandaris
Director, UCLA Anderson
Venture Accelerator

Paul Orlando
USC Marshall/Greif
Incubator

David Choi
Entrepreneurship at Loyola
Marymount University

NGO



Rohit Shukla
CEO, LARTA
(NGO)

David J. Whelan
CEO, Bioscience LA (NGO
& Accelerator)

Government



CEO, LA County Economic
Development Corporation
Stephen Cheung

Mayor of Torrance
George Chen

經濟組 組長：劉倫正
科技組 組長：陳嘉元
駐洛杉磯台北經濟文化辦事處
Taipei Economic and Culture Offices (TECO) in Los Angeles

Target Guests & Panelists

Finance



Lori Yang
SVP Regional Manager East West
Bank, 華美銀行



Nicholas Lin
R&D Incentives Group
R&D Tax Credit

Regulatory



Prof. Benson Kuo
Regulatory and Quality
Sciences, USC

Legal



Leonard Lanzi
Stubbs Alderton
& Markiles LLP

Immigration



Danny Chen
Business, IP, & Immigration Law



Sam Liu
Immigration Tone LLC
Immigration

Services



Evan Tsang
VP, Skylar Consulting
IT/HR/Regulatory



Lindsay Bourgeois
Director. BioLabs LA at the
Lundquist Institute

Target Keynote Speakers

加州前財務長



John Chiang, California's
33rd State Treasurer
Board Member, Advisory
Board Member

獨角獸企業家



Ning Ning Yu
VP, R&D, LA & Taiwan
R&D at Taboola (AI)

Silicon Beach



<https://playavista.com/the-campus/>

LMU School of Film and Television >	Gehry Technologies >	Ogilvy & Mather >
180LA >	Google >	Phelps >
72andSunny >	Griddy >	POSSIBLE Global Marketing >
Annenberg PetSpace >	Group M >	Rovi Corporation >
AxEnd >	Hines >	Rubicon Project >
Belkin >	ICANN >	Samsung >
Brookfield Residential >	IMAX HQ >	Science 37 >
California Pizza Kitchen Corporate HQ >	Kantar Media >	Star Energy Partners >
Canvas Worldwide >	Kelton Global >	Strange Frog Productions >
Centerfield >	Kinetic >	The Honest Company >
Chernin Group >	LA Chargers >	Tishman Speyer >
ChowNow >	LA Clippers >	USC Institute for Creative Technologies >
Core Digital Media >	LA Rams >	Verizon >
CyberCoders >	LMU Playa Vista Campus >	WeWork >
Facebook >	m/SIX Agency >	Xaxis >
FOX Interactive Media >	Mindshare >	YouTube Space LA >
FOX Sports >	Millward Brown >	
Fullscreen, Inc. >	Mirum >	

參觀 (Hospitality Track) on June 20, 2024

A guided tour focusing on local dining establishments, including successful businesses such as chain restaurants, local franchise restaurants, and hotels. We will integrate expertise from various fields including local laws, finance, immigration, and business establishment. The aim is to provide visitors with a comprehensive understanding of the local restaurant and hotel industry, combined with professional knowledge in areas such as law, finance, immigration, and business establishment.

- CalPoly Pomona - The Collins College of Hospitality Management, #5 in Hospitality in the US
<https://www.cpp.edu/collins/index.shtml>
- UNLV, #1 in Hospitality in the US , <https://www.unlv.edu/business>

Examples:

- Panda Express 熊貓快餐
- Chipotle Mexican Grill 墨西哥燒烤
- Din Tai Fung 鼎泰豐
- Sun Right Tea Studio 日青良月奶茶店
- Boiling Point 沸點臭臭鍋
- Northern Café 頤豐園
- WingStop! 炸雞翅連鎖
- Popeyes Louisiana Kitchen 卜派路易斯安那炸雞
- Meet Fresh 鮮芋仙
- Taro Yuan 清原芋圓
- P.F. Chang's Restaurant 華館
- Bafang Dumplings 八方雲集
- Joy on York 喜台式早餐店
- Jollibee 快樂蜂
- In-N-Out Burger 漢堡店
- Panera Bread 麵包餐廳
- 85C Bakery 85度C麵包店
- Tous Les Jours Bakery 多樂之日麵包店
- Somi Somi Soft Serve & Taiyaki 鯛魚燒
- Marugame Udon 丸龜製麵
- Shin-Sen-Gumi Restaurant 新撰組拉麵
- Daikokuya 大黑家拉麵
- Yard House 啤酒屋
- Cheesecake Factory 起司蛋糕工廠餐廳
- Golden Corral 自助烤肉餐廳
- Tatsu Ramen 拉麵
- Dan Modern Chinese 丹現代中餐
- Kura Suhi 藏壽司
- Tsujita LA Artisan Noodles 手工拉麵
- Mo-Mo Paradise 壽喜燒
- Gen Korea BBQ 元韓國燒烤
- Costco 好市多
- Ranch 99 大華超市
- H-Mart 韓國超市
- Seafood Supermarket 菲律賓超市
- Whole Food 全食超市
- Trader Joe's 超市
- Sprouts Farmers Market 豆芽農夫市集超市
- Amazon Fresh Supermarket 亞馬遜生鮮超市
- Restaurant Depot 餐廳企業倉庫
- Kara Packaging (Lollicup) 卡拉包裝公司

參觀 (Tech Track) on June 20th, 2024

Stop #1 Accelerators

- **BioScienceLA**

- <https://www.biosciencela.org/>
- <https://www.google.com/maps/place/BioscienceLA/@34.0132552,-118.404052,17z/data=!3m1!4b1!4m6!3m5!1s0x80c2bb1573263ad7:0x95bdcb67b7cecc32!8m2!3d34.0132552!4d-118.4014771!16s%2Fg%2F11rf7w4t52?entry=ttu>

- **Techstars LA**

- <https://www.techstars.com/blog/techstars-los-angeles-accelerator>
- <https://www.google.com/maps/place/Techstars+Los+Angeles/@34.0250626,-118.3921716,17z/data=!3m1!4b1!4m6!3m5!1s0x80c2b9360ef66b8d:0x3b0c8177f6235c8!8m2!3d34.0250626!4d-118.3895967!16s%2Fg%2F11sq57nhn1?entry=ttu>

Stop #2 Accelerator and Coworking Space, close to USC

- **3101 W Exposition Blvd, Los Angeles, CA 90018**

- <https://www.google.com/maps/place/3101+W+Exposition+Blvd,+Los+Angeles,+CA+90018/data=!4m2!3m1!1s0x80c2b83941f298d7:0x75e76ba11571771d?sa=X&ved=1t:242&ictx=111>

Stop #3 Accelerator

- **The Lundquist Institute (<https://lundquist.org/>)**

- <https://www.google.com/maps/place/The+Lundquist+Institute/@33.8289183,-118.2959796,15z/data=!4m2!3m1!1s0x0:0xeeb70c2f0aace669?sa=X&ved=1t:2428&ictx=111>

參觀: BioScienceLA

半官方組織 catalyzing life sciences innovation in Los Angeles
<https://www.biosciencela.org/>
<https://www.biosciencela.org/host-an-event>





POWERED BY
BioscienceLA

March 11 - March 15, 2024

12TH ANNUAL **UCLA MedTECH**
PARTNERING CONFERENCE

INDUSTRY INVESTORS INVENTORS

TUESDAY, MARCH 12, 2024

UCLA TECHNOLOGY DEVELOPMENT GROUP

FOR MORE DETAILS GO TO: LAMedTechWeek.com

參觀: Techstars LA

4 cohorts, ~50 startups per year, one of the largest in the world
Healthcare, Space, and two regular cohorts
 錄取率 <2%
<https://www.techstars.com/accelerators/la-jp-morgan>



Sponsored by








參觀設施: Accelerator / Coworking Space close to USC

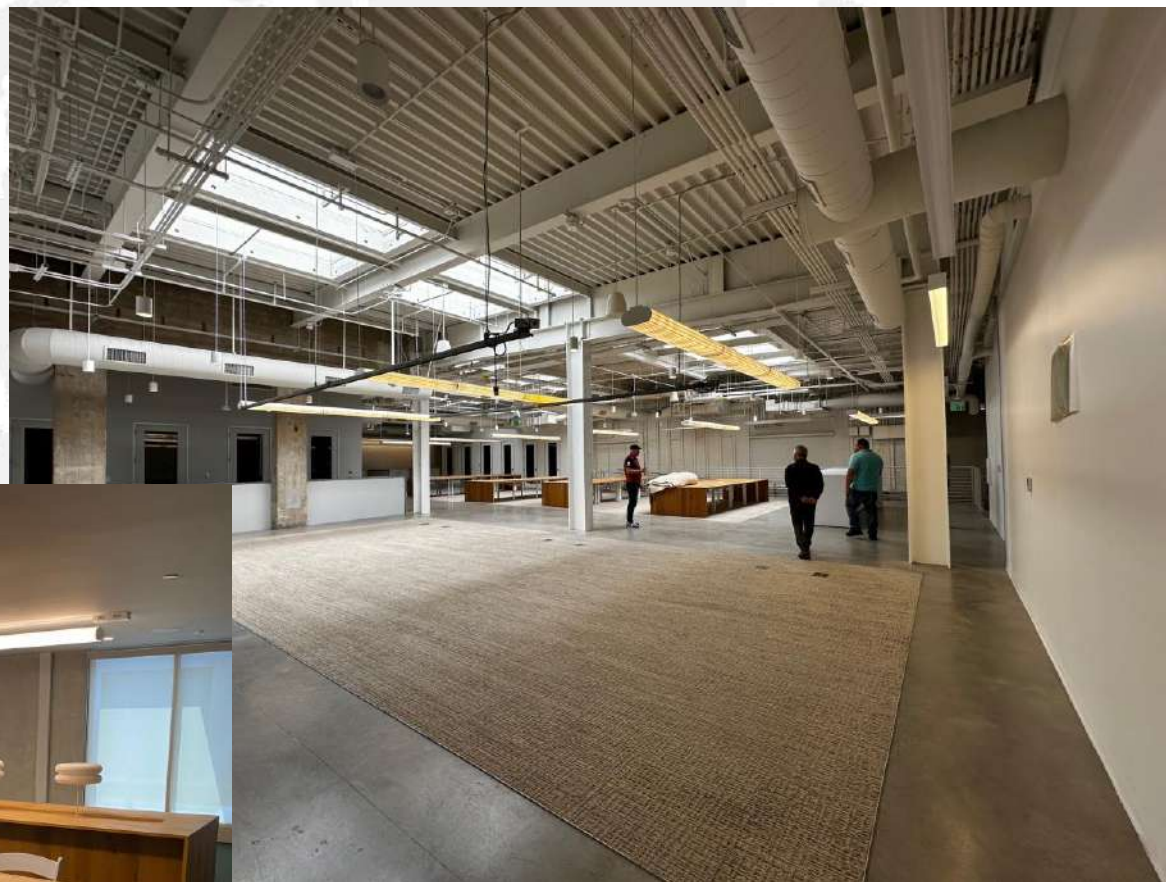
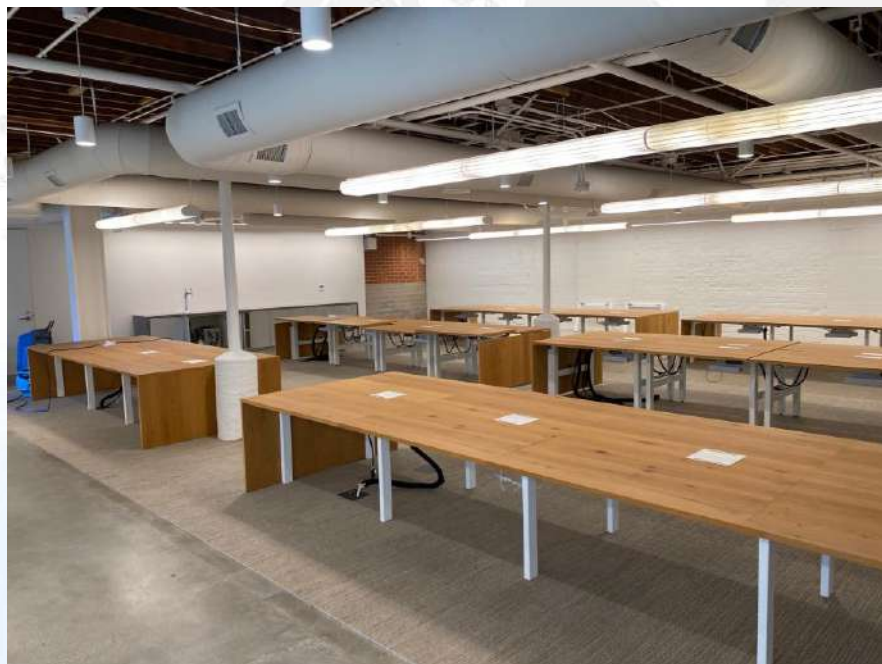
3101 W Exposition Blvd, Los Angeles, CA 90018

[https://www.google.com/maps/place/3101+W+Exposition+Blvd,+Los+Angeles,+CA+90018/@34.0224663,-](https://www.google.com/maps/place/3101+W+Exposition+Blvd,+Los+Angeles,+CA+90018/@34.0224663,-118.3300267,16z/data=!3m1!4b1!4m6!3m5!1s0x80c2b83941f298d7:0x75e76ba11571771d!8m2!3d34.0224663!4d-118.3300267!16s%2Fg%2F11cpbg_mkd?entry=ttu)

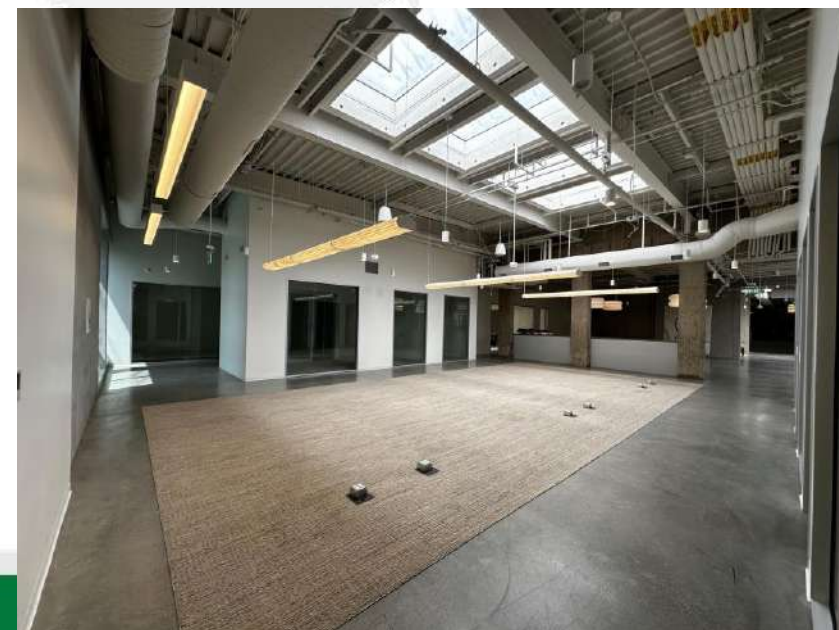
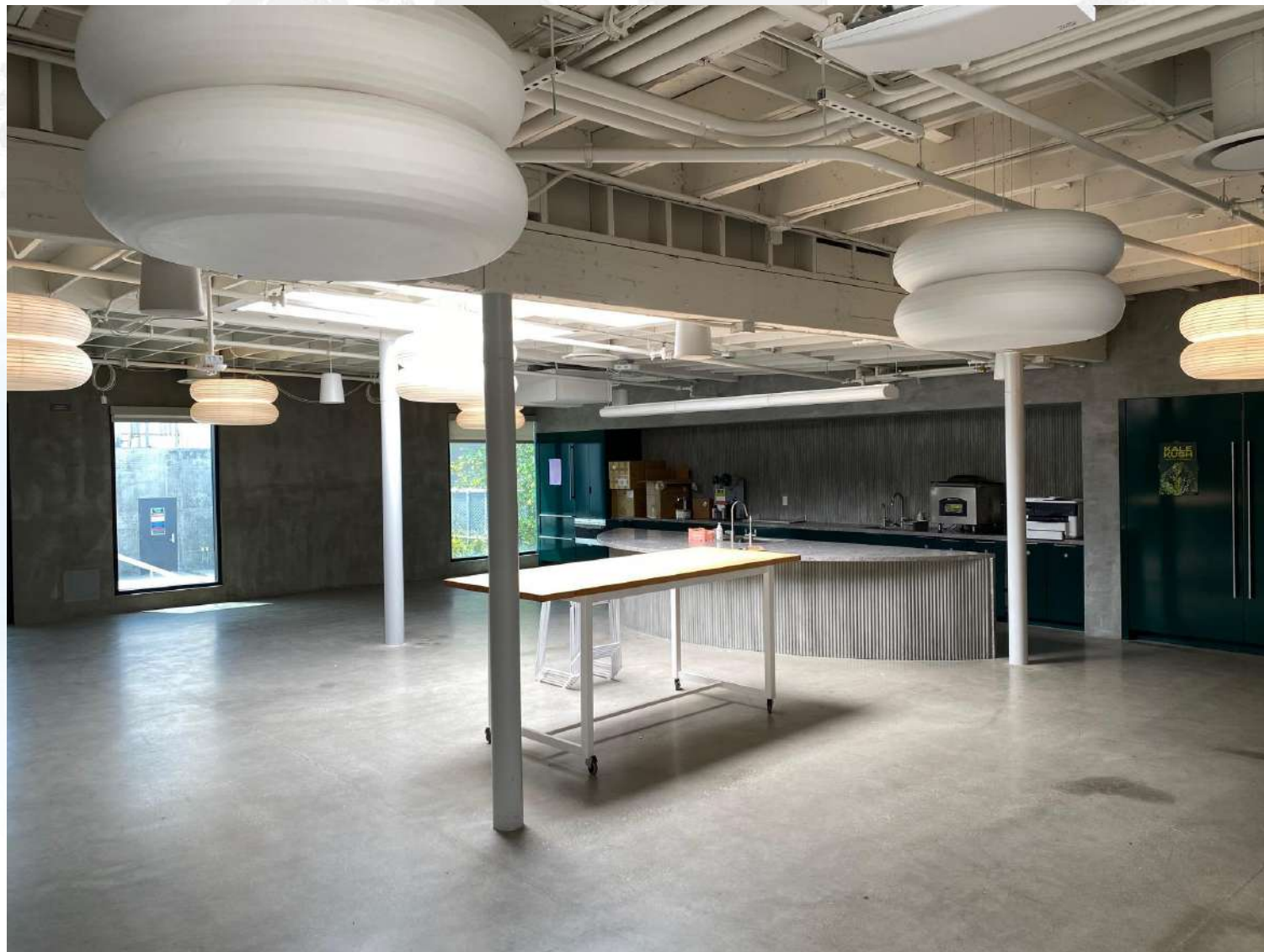
[118.3300267,16z/data=!3m1!4b1!4m6!3m5!1s0x80c2b83941f298d7:0x75e76ba11571771d!8m2!3d34.0224663!4d-118.3300267!16s%2Fg%2F11cpbg_mkd?entry=ttu](https://www.google.com/maps/place/3101+W+Exposition+Blvd,+Los+Angeles,+CA+90018/@34.0224663,-118.3300267,16z/data=!3m1!4b1!4m6!3m5!1s0x80c2b83941f298d7:0x75e76ba11571771d!8m2!3d34.0224663!4d-118.3300267!16s%2Fg%2F11cpbg_mkd?entry=ttu)



參觀設施: Accelerator / Coworking Space



參觀設施: Accelerator / Coworking Space



參觀設施: The Lundquist Institute



The Lundquist Institute for Biomedical Innovation is a 501(c)3 independent non-profit biomedical research organization that was founded in 1952. The Institute has over more than 120 principal investigators and 400 researchers in total — MD's, MD/PhD's, and PhD's — working on 600 research studies. Lundquist investigators are academically affiliated with UCLA and work in partnership with the Harbor-UCLA Medical Center. Its research is funded by many sources including grants from the NIH and other government entities, Industry and teaching contracts and royalties, as well as private donors and other non-profit foundations.

<https://lundquist.org/>
<https://lundquist.org/about>



洛杉磯在地團隊 從登陸點 (Landing Pad) 到啟動平台 (Launching Pad)



Capable, Experienced, and Local 洛杉磯團隊



施旻宜 Min-Yi Shih

Ph.D. in Electrical Engineering, MBA

- Executives in high-tech R&D, defense, medical, communication equipment, green energy recycling, and sustainability industries
- Investors, advisors, and board members of multiple startups/small businesses
- Advisor to various venture capitals, angel networks, and accelerators



李志傑 Cervantes Lee

MS in Real Estate Dev.

Ph.D. in Hospitality Education, MBA

- Investment, entrepreneurship, real estate, and industry analyst
- Active member of various industry associations, alumni associations, academic units, and organizations
- Current Professor at the University of Nevada, Las Vegas, Hospitality Management



See You in June!