



# Innovative Economies, Creating Our Future

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**participate** SSTI's 15th ANNUAL CONFERENCE

November 8–9, 2011 • Sheraton Columbus at Capitol Square • Columbus, Ohio

Host Sponsor:





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City Of Columbus  
Mayor Michael B. Coleman

Office of the Mayor

City Hall / 90 West Broad Street  
Columbus, Ohio 43215-9014  
614/645-7671  
FAX 614/645-8955  
TDD 614/645-6200

November 2011

Dear SSTI Attendees:

On behalf of America’s 21<sup>st</sup> Century City, I welcome you to Columbus for the State Science and Technology Institute’s 15<sup>th</sup> Annual Conference. It gives me great pleasure to welcome SSTI, its members, and technology-based economic development (TBED) professionals from across the country, as we convene to celebrate our successes and learn from each other.

Columbus is a great example of a City that is leveraging its technology strengths and assets, not only to encourage, but also to *accelerate* regional innovation, commercialization, entrepreneurship, and investment. TechColumbus, Battelle, The Ohio State University, Columbus 2020, and our many tech-enabled companies are the core assets we are building on today. Acknowledging these assets, Forbes recently recognized Columbus as the #1 up-and-coming tech city in the country, and a few months ago. Bloomberg Business Week named Columbus among the strongest economies coming out of the recession.

Ohio’s Third Frontier Project, Thomas Edison Program and Ohio Capital Fund have also distinguished our State as a leader in TBED and have greatly increased our global competitiveness. Ohio voters expanded and extended the Ohio Third Frontier initiative last May by approving an additional \$700 million, bringing total investment to over \$2 billion.

We look forward to sharing with attendees the practices that have made Columbus and the State of Ohio a model for sustainable development and to learning how others are improving their regional economies through technology, innovation and entrepreneurship. There is plenty to share and plenty to learn as we meet at the premier technology-based economic development professional development gathering of the year.

Welcome to Columbus! Please enjoy the conference and your stay in America’s 21<sup>st</sup> Century City!

Sincerely,

Michael B. Coleman  
Mayor

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Ohio Third Frontier

## Piecing Together the Cogs of the Technology Economy

TechColumbus welcomes Technology-based economic development professionals to Central Ohio. You may know our community for traditions like Script Ohio, but our science and innovation roots run just as deep.

The region features a unique and plentiful list of assets such as Battelle, The Ohio State University, 15 Fortune 1000 companies, and thousands of technology-enabled businesses. Our job is to connect these resources and to partner with organizations like Columbus 2020 to create a better future for those that call Columbus and the surrounding cities home.

After all, the sum is truly greater than its parts.

Learn more by visiting TechColumbus online or calling 614.487.3700.



### LEARN MORE

[techcolumbus.org](http://techcolumbus.org)

### LET'S CHAT

[techlounge.techcolumbus.org](http://techlounge.techcolumbus.org)



**TECHCOLUMBUS**





# Battelle Technology Partnership Practice

## About Battelle

Battelle is the world's largest independent research and development organization, providing innovative solutions to the world's most pressing needs through its four global businesses: Laboratory Management, National Security, Energy, Environment and Material Sciences, and Health and Life Sciences. It advances scientific discovery and application by conducting \$6.5 billion in global R&D annually through contract research, laboratory management, and technology commercialization.

The Battelle economic development group—Technology Partnership Practice—is a leading provider of comprehensive economic impact services. We equip stakeholders with in-depth analyses that:

- Identify regional core competencies
- Uncover emerging opportunities
- Assess strengths against market opportunities
- Pinpoint specific strengths, weaknesses, opportunities and threats.

Our experience extends across a wide range of science, technology and economic development sectors. Through our implementation services, we bring strategies to life and achieve tangible results. We can position you towards high performance in the competitive technology-driven economy.

Tuesday, November 8		#ssti2011 on Twitter
6:15 AM	Hatha Yoga   House Room   p.8	
6:30 AM	5K Run/Walk   Lobby   p.8	
7:30 AM	Registration & Breakfast Buffett   Governor's Ballroom	
8:30 AM	Welcome & Opening Remarks   Governor's Ballroom   p.10	
9:00 AM	<b>Breakout Sessions   p.10-11</b> Accelerators: Building Leaner, Faster-Growing Startups   Legislative Room The Great Debate—Which Metrics Matter?   Judicial Room Integration of TBED w/Conventional Economic Development Programs   Executive Room	
10:15 AM	Break   Congressional Room	
10:45 AM	<b>Breakout Sessions   p.12-13</b> Accelerating the Commercialization of Research   Legislative Room Building an Entrepreneurial Ecosystem: Innovative TBED Practices in Central Ohio   Executive Room State and Local Roles in an Era of Regionalism and Globalization   Judicial Room	
12:00 PM	Keynote Address: E. Gordon Gee   Governor's Ballroom   p.15 Lunch and Excellence in TBED Awards Ceremony   Governor's Ballroom   p.16-17	
1:30 PM	New Member & First-Time Attendee Gathering   Judicial Room   p.13	
2:15 PM	<b>Plenary Session   p.18</b> The Federal Role in Tech-Based Economic Development in a Changing World   Governor's Ballroom	
3:30 PM	Break   Congressional Room	
4:00 PM	Taking a Step Back to Move Ahead   Governor's Ballroom   p.20	
5:15 PM	National Innovation Reception   Congressional Room   p.22	
7:00 PM	Dine A-Round Columbus   p.22	

Training • Awards • Town Hall Meeting • Science and Technology Policy  
• Industry Perspectives • Energy and Technology Transfer • Agency Meeting • FLC Tech Fair

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Sheraton Station Square Hotel  
300 West Station Square Drive  
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412-261-2000

Reservations can be made online or by phone at 1-800-325-3535. Be sure to mention "Federal Laboratory Consortium for Technology Transfer" to receive the government preferred rate.

"The hotel's guest rooms have been contracted at the "prevailing government per diem rate." As long as you make your reservations before the hotel cutoff date of April 9, 2012, and provide the hotel with a valid form of government ID, you will receive the current rate of \$115 per room per night.

FEDERAL LABORATORY CONSORTIUM

FLC

FOR TECHNOLOGY TRANSFER

Exhibit and Support Opportunities Available - Contact Tom Brown at [tbrown@utrs.com](mailto:tbrown@utrs.com)

For more information, visit [www.federallabs.org/meeting](http://www.federallabs.org/meeting)

Wednesday, November 9

#ssti2011  
on Twitter

6:15 AM	Hatha Yoga   House Room   p.8
7:30 AM	Registration   Judicial Room - Foyer Continental Breakfast   Judicial, Legislative Rooms and Governor's Ballroom DE
8:00 AM	<b>Breakout Sessions   p.24-25</b> Infusing Technology into Companies   Judicial Room Creating Evergreen Funds for Equity/Preseed Investment   Legislative Room Next Generation TBED: Introducing and Becoming a Venture Development Organization (VDO)   Governor's Ballroom DE
9:15 AM	Break   Congressional Room
9:45 AM	<b>Breakout Sessions   p.28-29</b> Measuring Impact: Industry Surveys and Other Resources   Judicial Room Strategies to Catalyze Private Follow-on Investment   Legislative Room Power Roundtable: Achieving TBED Success   Senate Room
11:15 PM	<b>Plenary Session:</b> Trends in Tech-based Economic Development: What's Next?   p.31   Congressional Room
12:15 PM	Adjourn

6 Innovative Economies

ssticonference.org 7



November 8 & November 9, 6:15 AM | House Room  
Hatha Yoga

Start your days in Columbus relaxed, rejuvenated and focused by attending a complimentary Hatha yoga class. With all of life's daily stresses, the meditative practices through yoga can help you achieve emotional balance and create a sense of inner calmness. This is a slow-paced stretching class incorporating breathing and meditative exercises that provides a good opportunity to learn basic poses, relaxation techniques and become comfortable with yoga. No registration is required. Simply show up with a yoga mat or hotel towel.

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November 8 6:30 AM | Lobby  
Morning 5K Run/Walk

Back by popular demand! There's no better way to get the sense for a city's vibe and landmarks than to immerse yourself in it. A brisk walk or a jog with the November sunrise and a local host/guide and fellow fitness-minded conference attendees is a great way to start the day and maintain your exercise regimen while traveling. Route maps will be provided if you prefer to travel at your own pace.

Manufacturers that accelerate  
innovation are far more successful  
than those who don't.

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federal laboratories, educational  
institutions and corporations  
*directly* in the hands of U.S.  
manufacturers.



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November 8, 8:30 AM – 9:00 AM | Governor’s Ballroom  
Welcome & Opening Remarks

Dan Berglund, *President & CEO*, SSTI  
Ted Ford, *President & CEO*, TechColumbus



November 8, 9:00 AM – 10:15 AM | Legislative Room  
Accelerators: Building Leaner, Faster-Growing Startups

The accelerator model has become the hottest new development in tech-based economic development with rapid adoption since the earliest models emerged just a few years ago. The attraction, in part, is because the companies can be highly capital efficient, have a short runway to customers/revenues and can access huge markets. This session will review the rapid rise of accelerators, explore lessons learned by Pittsburgh’s innovative AlphaLab accelerator, and consider when accelerators might be an appropriate tool in a TBED strategy.

Presented by:  
Sean Ammirati, *Chief Operating Officer*, ReadWriteWeb  
Richard Lunak, *President & CEO*, Innovation Works

Moderated by:  
Phillip Battle, *Policy Analyst*, SSTI

November 8, 9:00 AM – 10:15 AM | Judicial Room  
The Great Debate – Which Metrics Matter?

SSTI’s Regional Innovation Acceleration Network (RIAN) project has concluded that only five measures should guide assessment of every Venture Development Organization. While some view this model as spot-on, others view it as dangerous. Join the debate on applying only a few metrics to every aspect of tech-based economic development.

Discussion led by:  
Deborah Cummings, *Senior Program Manager*, Battelle Technology Partnership Practice  
Mark Skinner, *Vice President*, SSTI

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November 8, 9:00 AM – 10:15 AM | Executive Room  
Integration of TBED with Conventional Economic Development Programs

Whether it’s the rise in importance in technology and innovation or attempts to consolidate activities to save money, one of the clear trends in the last year is reorganization of tech-based economic development programs either being absorbed into state economic development departments or being given new projects tying them more closely to state economic development departments. This session will explore the trend of integrating TBED programs with conventional economic development programs and what this means.

Discussants:  
Richard J. Baier, *Director*, Nebraska Department of Economic Development  
Michael A. Finney, *President & CEO*, Michigan Economic Development Corp.  
Sandra Watson, *Executive Vice President/Chief Operating Officer*, Arizona Commerce Authority

10:15 AM – 10:45 AM | Networking & Refreshment Break | Congressional Room



November 8, 10:45 AM – 12:00 PM | Legislative Room  
Accelerating the Commercialization of Research

This session will consider commercialization of technologies out of universities and research institutions and the impact these efforts can have on both the universities/research institutions and local company formation. We'll examine two organizations that have broken down barriers between local institutions, and have helped create companies that can thrive within the regional economy. Our panelists will offer some of their lessons learned from building a state or regional commercialization strategy.

**Presented by:**  
Tim Bour, *Executive Director*, Boulder Innovation Center  
Robert A. Rosenbaum, *President & Executive Director*, Maryland TEDCO

**Moderated by:**  
Brian Cummings, *Vice President of Technology Commercialization and Knowledge Transfer*, The Ohio State University

November 8, 10:45 AM – 12:00 PM | Executive Room  
Building an Entrepreneurial Ecosystem: Innovative TBED Practices in Central Ohio

How does a community leverage the strengths of its researchers, entrepreneurs, business leaders, technology professionals and service providers to foster new thinking, connect buyers and sellers, and fund innovative ideas? Come hear how Ohio and central Ohio have benefited from an innovative state program – the Ohio Third Frontier – and how TechColumbus has built a leading venture development program called TechStart that combines funding and startup coaching with broad-based business community engagement and links angel investors with deals and startups with first customers.

**Presented by:**  
Norm Chagnon, *Deputy Chief, Technology and Innovation Division*, Ohio Department of Development  
Ted Ford, *President & CEO*, TechColumbus  
Tim Haynes, *Vice President, Member Services & Marketing*, TechColumbus  
Will Indest, *Vice President, Venture Development*, TechColumbus  
Victor Thorne, *Director*, Ohio TechAngel Funds, TechColumbus

November 8, 10:45 AM – 12:00 PM | Judicial Room  
State and Local Roles in an Era of Regionalism and Globalization

While today's economy has become more global, some policymakers and academics are arguing that states are no longer relevant because economic activity occurs at the regional level. Combined with enormous fiscal strain at the state level, it is leaving many to ask: what are the appropriate roles for states and regions to encourage tech-based economic development in this brave new world? The session promises a provocative exchange of opinions from advocates of both stronger and weaker state roles as we search for common ground going forward.

**Discussion led by:**  
Rebecca O. Bagley, *President & CEO*, NorTech  
Leslie Wisner-Lynch, *President & CEO*, Tennessee Technology Development Corp.

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November 8, 1:30 PM – 2:15 PM | Judicial Room  
New Member & First-Time Attendee Gathering

Connect with other first-time conference attendees and new members, share your perspective and discover more about SSTI. The gathering is designed to help you maximize your conference experience and to get to know others in the close-knit technology-based economic development community.







ASME is a not-for-profit membership organization that enables collaboration, knowledge sharing, career enrichment, and skills development across all engineering disciplines, toward a goal of helping the global engineering community develop solutions to benefit lives and livelihoods.

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November 8, 12:00 PM | Governor's Ballroom

Keynote Address: E. Gordon Gee

E. Gordon Gee is president of The Ohio State University, a world-class public research institution and one of the nation's most distinguished land-grant universities. As Chief Executive Officer, he oversees Ohio State's six campuses, 64,000 students, and nearly 40,000 faculty and staff. Dr. Gee is among the most highly experienced and respected leaders in higher education, having been named in 2009 by Time magazine as one of the top 10 university presidents in the United States. Prior to his service at Ohio State, he led Vanderbilt University (2001-2007), Brown University (1998-2000), The Ohio State University (1990-97), the University of Colorado (1985-90), and West Virginia University (1981-85).



Dr. Gee graduated from the University of Utah with an honors degree in History and earned his J.D. and Ed.D degrees from Columbia University. He clerked under Chief Justice David T. Lewis of the U.S. 10th Circuit Court of Appeals before being named a Judicial Fellow and Staff Assistant to the U.S. Supreme Court. In this role, he worked for Chief Justice Warren Burger on administrative and legal problems of the Court and federal judiciary. He returned to Utah as an Associate Professor and Associate Dean in the J. Reuben Clark Law School at Brigham Young University, and was granted full Professorship in 1978. One year later, he was named Dean of the West Virginia University Law School, and, in 1981, was appointed to that university's presidency.

Dr. Gee is a member of several education-governance organizations and committees, including the Big Ten Conference Council of Presidents, the Inter-University Council of Ohio, the Business-Higher Education Forum, the American Association of Universities, and serves as co-chair of the Association of Public and Land-Grant Universities' Energy Advisory Committee. In 2009, Dr. Gee was invited to join the International Advisory Board of King Abdulaziz University in Saudi Arabia. He is active in a number of national professional and service organizations and has received a number of honorary degrees, awards, fellowships, and recognitions, including as a Fellow of the prestigious American Association for the Advancement of Science, the world's largest science organization. In 2011, Dr. Gee was appointed to serve as Secretary on the Board of Directors of Ohio's economic development program, JobsOhio. He is the co-author of eight books and the author of numerous papers and articles on law and education.

## SSTI Proudly Presents the 2011 Excellence in TBED Award Ceremony

November 8, 1:00 PM | Governor's Ballroom



SSTI will present awards of excellence to six organizations across the country selected as models for states and regions investing in science, technology and innovation to grow and sustain their economies. This event showcases some of the most impressive solutions to critical economic development challenges that exist in local, state and regional communities.

November 9, 9:45 AM – 11:00 AM | Senate Room

### Power Roundtable: Achieving TBED Success

One of the greatest benefits of attending this conference is the access you get to many of the nation's top performing TBED organizations, best consultants and freshest thinkers. To guarantee you walk away with nearly two dozen ideas and best practices for immediate implementation, we've designed a session centered on delivering expert advice and experienced insight from leaders of these six nationally recognized programs. You'll also get personalized access with proven practitioners to discover how to:

- Find and engage a dedicated volunteer pool that is helping grow technology companies;
- Lead your local financial community to become more active investment and capital partners with your client portfolio;
- Discover and fully integrate the hidden skill sets within your broader workforce to help commercialize new technologies;
- Squeeze every last drop of private leverage potential out of every public dollar invested in your institution's or region's larger R&D capacity;
- Speed the transformation of each company or plant within your regional manufacturing and production capacity to ensure job retention and creation; and,
- Organize and focus your regional innovation assets to maximize local economic opportunity stemming from emerging sectors and disruptive technologies.

# TBED 2011

Award for  
Excellence in  
Technology Based  
Economic Development

## Excellence in TBED Award Winners 2007-2010

### Expanding the Research Capacity

- Maine Technology Asset Fund (2010)
- James & Esther King Biomedical Research Program (2009)
- Georgia Research Alliance Eminent Scholars® (2007)

### Commercializing Research

- Washington Technology Center Research & Technology Development Program (2009)
- Maryland Technology Transfer Fund (2008)
- Georgia Research Alliance VentureLab (2007)

### Building Entrepreneurial Capacity

- JumpStart Inc. (2010)
- TechColumbus TechStart Program (2009)
- SCLaunch (2008)
- Technology 2020 (2007)

### Increasing Access to Capital

- i2E, Inc. Oklahoma's Proof-of-Concept Fund (2010)
- JumpStart Inc. (2009)
- Innovation Works Seed Fund (2008)
- Connecticut Innovations Eli Whitney Fund (2007)

### Improving Competitiveness of Existing Industries

- Florida High Tech Corridor Council Matching Grants Research Program (2010)
- Innovation Works Innovation Adoption Grant Fund (2009)
- Connecticut Center for Advanced Technology, Inc. Manufacturing Supply Chain Integration (2008)
- The Maryland Industrial Partnerships Program (2007)

### Enhancing the Science & Technology Workforce

- Connecticut Center for Advanced Technology, Inc. Education Initiative (2009)
- Virginia Council on Advanced Technology Skills (2007)



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John Fernandez



Sean Greene



Phillip Singerman



Betsy Biemann

**November 8, 2:15 PM – 3:30 PM | Governor's Ballroom**  
**The Federal Role in Tech-Based Economic Development  
in a Changing World**

The federal role in encouraging economic growth through innovation and technology is rapidly changing. A discussion with three key federal leaders will provide insights on how their programs are responding to this new environment, the kind of changes they believe are needed and what the future may hold.

The session will provide you with insights on the future direction of three federal agencies —EDA, NIST, and SBA —vital to any community's tech-based economic development strategy.

Prepare for a highly interactive session in a moderated, thought-provoking dialogue on how economic development programs at all levels are (or should be) changing as a result of today's realities. The session will kick off an important dialogue among all conference attendees on how we communicate the value of investments in innovation, encourage collaboration, and adapt to changing economic and fiscal conditions.

- Panelists:**  
**John Fernandez**, *Assistant Secretary for Economic Development*, U.S. Department of Commerce  
**Sean Greene**, *Associate Administrator for Investment and Special Advisor for Innovation*, U.S. Small Business Administration  
**Phillip Singerman**, *Associate Director for Innovation and Industry Services*, National Institute of Standards and Technology

**Moderated by:**  
**Betsy Biemann**, *President*, The Maine Technology Institute

**3:30 PM – 4:00 PM | Networking & Refreshment Break | Congressional Room**



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November 8, 4:00 PM – 5:15 PM | Governor's Ballroom  
Taking a Step Back to Move Ahead

As practitioners, we need to periodically step back and reflect on what the future may look like and how this future may affect what we do today and tomorrow. With economic development at a crossroads, there's no better time. This session will focus on three areas critical to TBED's future:

- Communicating better the value of TBED and our organizations;
- Developing stronger relationships with our clients, collaborators and supporters; and,
- Adapting practices and operations to changing economic needs.

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Happily, we have plenty of examples of successful organizations that have mastered all three, and working together as a community we can do better. Through fast-paced and interactive discussions in large and small groups, we will identify what's been effective and what will continue to be, what we may need to do to adapt TBED practices, and what we can do as community of practice to support one another as we move ahead.

Coming out of this session, you'll be armed with best practices and lessons learned that you can apply to communicating your value to legislators, governors, and other stakeholders; engaging corporate partners; working collaboratively with other organizations; and, adapting your program for the changing times.

# #1 PLACE TO LAUNCH

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PER 100K ADULTS  
— KAUFFMAN FOUNDATION

**TAKING OFF:** With 479 montly startups, Oklahoma tops Kauffman's Entrepreneurial Index, eclipsing well-known hotbeds of startup activity, coast to coast. OKC's confident, collaborative culture, like the Greater Oklahoma City Chamber's partnership with i2E and the new Office of Entrepreneurial Development designed to focus on and assist tech-based entrepreneurs, also helps to explain our impressive gains.

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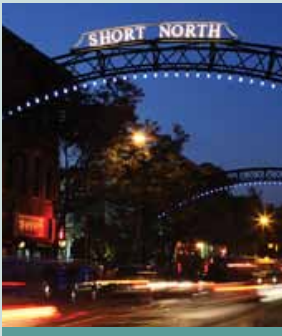
Explore OKC's online channel and website at [GreaterOKC.tv](http://GreaterOKC.tv)



Tuesday, November 8, 5:15 PM – 7:00 PM | Congressional Room  
National Innovation Reception

After an intense opening day of keynotes, educational sessions, exhibits and more, conference-goers will have an opportunity to relax and have some fun. With delicious hors d'oeuvres and a hosted bar, the reception provides the ideal setting for meeting with your peers, making contacts, and catching up with friends, old and new.

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Tuesday, November 8, 7:00 PM  
Dinner Dine A-Round Columbus

Our local host has lined up some of the best places to eat in Columbus. In addition to sampling some of the local fare, you'll have the opportunity to meet and network with attendees from around the nation. With the conference in the heart of downtown Columbus, this year's Dine A-Round features nearby restaurants for varied tastes and price points. Reservations have been made for Tuesday, 7:00 PM immediately following the National Innovation Reception for parties of eight (sign up required). Separate checks will be provided to each participant at all locations.

Sign up at the Conference Registration Table to enjoy dinner at one of the following restaurants:

- Columbus Brewing Company
- Martini Modern Italian
- Milestone 229
- Mitchell's Steakhouse
- Rigsby's Kitchen
- The Rossi

# NorTech

As a catalyst for growing Northeast Ohio's emerging technology industries, NorTech is leading efforts to develop regional innovation clusters that create jobs, attract capital and have a long-term economic impact for the region.

To learn more visit [www.nortech.org](http://www.nortech.org)

NorTech is a proud sponsor of SSTI

○ Value Chain  
● Value Chain Support

Innovation clusters help to diversify regional economies

November 9, 6:15 AM | House Room  
Hatha Yoga

November 9, 7:30 AM | Judicial, Legislative Rooms and  
Governor’s Ballroom DE  
Continental Breakfast in Session Rooms

November 9, 7:30 AM | Judicial Room - Foyer  
Registration

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November 9, 8:00 AM – 9:15 AM | Judicial Room  
Infusing Technology into Companies

Spin-offs get all the attention, but infusing new (or new to them) technology into companies results in significant economic impact. In this session, we’ll explore the process by which this can be done and examine in depth a case study of a university, intermediary, and a company coming together to bring technology to the marketplace resulting in new products and increased sales.

Presented by:  
Aimee Dobrzeniecki, Deputy Director, NIST Manufacturing Extension Partnership  
Larry Jolly, Manufacturing Specialist, South Carolina Manufacturing Extension Partnership  
Catherine Renault, Principal, Innovation Policyworks, LLC

November 9, 8:00 AM – 9:15 AM | Legislative Room  
Creating Evergreen Funds for Equity/Preseed Investment

Few regions of the country have too much organized cash on hand for early stage projects. And those that do, recognize the need to create more successful companies for their investments as one of the fundamental means for ensuring healthier returns to keep the fund going. We’ll hear from two seasoned nonprofit fund managers who have successfully kept their funds going as public investment injections shrink.

Presented by:  
Peter Longo, President & Executive Director, Connecticut Innovations, Inc.  
Tom Walker, President & CEO, i2E

November 9, 8:00 AM – 9:15 AM | Governor’s Ballroom DE  
Next Generation TBED: Introducing and Becoming a  
Venture Development Organization (VDO)

Given the need for tech-based economic development organizations to be leaner, more collaborative, more creative, more capital efficient, and yield greater impacts, the characteristics SSTI identified for Venture Development Organizations (VDOs) may define the emerging face of successful innovation support initiatives going forward. We will explore these qualities and discuss if and how your organization can benefit by moving toward becoming a VDO.

Discussion led by:  
Benjamin Au, Assistant Director, RIAN  
Mark Skinner, Vice President, SSTI

9:15 AM – 9:45 AM | Networking & Refreshment Break | Congressional Room

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The most comprehensive resource available for those involved in technology-based economic development.

SSTI is your trusted source for the information you need.

As your advocate to improving local, state and regional economies, SSTI provides you with funding opportunities, timely information on best practices in investing in science and technology, customized technical assistance, and the latest news affecting the tech-based economic development community.

Membership Benefits

- **Technical Assistance:** Customized technical assistance on research/analysis, strategic planning/peer review, advocacy/education projects.
- **Primary Contacts:** Multiple members of your staff can be listed to receive important new developments and funding opportunities.
- **Funding Supplement Subscriptions:** The Funding Supplement is a member-only electronic publication that provides readers with application information, eligibility criteria and submission deadlines for hundreds of funding opportunities offered by the federal government and others.
- **State Member Conference Calls:** These valuable meetings provide critical updates, share information about federal TBED activities and build relationships between the states.
- **State Member Directory:** Quarterly directory containing key state science and technology contacts.
- **Board Member Dinner:** An opportunity to relax and connect privately with other State and Sustaining Members and VIPs attending SSTI’s Annual Conference.
- **SSTI Weekly Digest:** SSTI’s weekly electronic newsletter provides readers with valuable, timely information on critical issues affecting the tech-based economic development community
- **Innovation Coalition Fly-In Invitation:** This event provides the opportunity for innovation leaders to meet with federal leaders, to learn from each other, and to share with Congress their viewpoints on innovation and its importance in a growing economy.
- **Conference Agenda Input:** The chance to help shape the agenda at SSTI’s Annual Conference by suggesting and rating session ideas.
- **Public Profile:** Acknowledgement of membership status on the SSTI website.

Your membership helps fund SSTI activities that enhance awareness and build support for technology-based economic development.

Membership Categories

- **State Member \$5,000**  
Open to state science and technology programs with annual budgets in excess of \$1 million.
- **State Member \$2,000**  
Open to state science and technology programs with annual budgets below \$1 million.
- **Sustaining Member \$2,000**  
Open to Affiliate Members that would like to receive additional benefits, exclusive invitations to networking events and personalized technical assistance hours.
- **Affiliate Member \$750**  
Open to local and regional tech-based economic development programs, universities, trade associations, tech councils, incubators, manufacturing extension centers, research parks, and other tech-based economic development groups providing services to companies. Affiliate Members are eligible to upgrade to Sustaining Membership for additional benefits
- **Supporter Member \$750**  
Open to for-profit and consulting organizations, retired persons or individuals who are employed outside of the tech-based economic development field and all other groups interested in tech-based economic development. This category is open to individuals who are not employed or actively involved with a technology-based organization and want to stay involved with SSTI. If the individual’s status changes, the individual must transfer the membership to the appropriate organizational membership and category.

State and Sustaining Members receive personalized technical assistance hours and exclusive event invitations!

Join SSTI today at [www.ssti.org](http://www.ssti.org).

Together we can have the greatest impact on developing policies and administering programs that enhance our community.

inform • lead • support • strengthen • [ssti.org](http://ssti.org)

November 9, 9:45 AM – 11:00 AM | Judicial Room

### Measuring Impact: Industry Surveys and Other Resources

Measuring impact is critical to the success and sustainability of a TBED initiative, and client firm surveys represent one common approach to gathering impact data. In this session, we'll consider what data alternatives exist, and how the survey process can be improved to get better results, including mobilizing your community partners to help collect the data set.

**Presented by:**  
Ken Poole, Executive Director, C2ER

**Discussants:**  
**Catherine Renault**, *Principal*, Innovation Policyworks LLC  
**Gary Yakimov**, *Manager of Policy and Research*, NIST Manufacturing Extension Partnership

advance • compete • connect • develop • share • invest  
lead • improve • network • leverage • support • engage  
build • accelerate • collaborate • measure • discover  
ignite • contribute • inspire • inform • explore • energize

November 9, 9:45 AM – 11:00 AM | Legislative Room

### Strategies to Catalyze Private Follow-on Investment

Since most tech-based economic development organizations do not invest enough money to get their startups to cash flow positive, efforts to catalyze follow-on investment become extremely important. In this free-wheeling session, we will get advice from follow-on investors (venture, angel, corporate, placement agents, etc.) who have a history of successfully working with TBED organizations on how best to build robust relationships.

**Discussants:**  
**John O. Huston**, *Manager*, Ohio TechAngel Funds  
**Jay Katarincic**, *Managing Director*, Draper Triangle Ventures  
**Jonathan Murray**, *Managing Director*, Early Stage Partners

**Moderated by:**  
**Allison Finkelstein**, *Assistant Vice President, Investments*, TechColumbus

November 9, 9:45 AM – 11:00 AM | Senate Room

### POWER ROUNDTABLE

### Achieving TBED Success

One of the greatest benefits of attending this conference is the access you get to any of the nation's top performing TBED organizations, best consultants and freshest thinkers. To guarantee you walk away with nearly two dozen ideas and best practices for immediate implementation, we've designed a session centered on delivering expert advice and experienced insight from leaders of these six nationally recognized programs. You'll also get personalized access with proven practitioners to discover how to:

- Find and engage a dedicated volunteer pool that is helping grow technology companies;
- Lead your local financial community to become more active investment and capital partners with your client portfolio;
- Discover and fully integrate the hidden skill sets within your broader workforce to help commercialize new technologies;
- Squeeze every last drop of private leverage potential out of every public dollar invested in your institution's or region's larger R&D capacity;
- Speed the transformation of each company or plant within your regional manufacturing and production capacity to ensure job retention and creation; and,
- Organize and focus your regional innovation assets to maximize local economic opportunity stemming from emerging sectors and disruptive technologies.



*Developing powerful solutions*

There is, perhaps, no other national laboratory with an energy research legacy as long and proud as Idaho National Laboratory's. Beginning with the production of the world's first usable amount of electricity from nuclear power back in 1951, the lab has an unmatched record of success in hybrid and electric vehicle testing; wind, hydropower and geothermal systems engineering and resource mapping; bioenergy; fuel conversion, ranging from diesel reforming to syngas production; and development of new processes and technologies to protect critical energy transmission and distribution infrastructure. INL – developing powerful solutions to the energy challenges facing Idaho and the nation.

**INL** Idaho National Laboratory

Stephanie Cook, Program Manager-TBED • Stephanie.Cook@inl.gov • 208-526-1644

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## A trusted advisor to the technology-based economic development community

- Delivering innovation-based economic development results in rural states for over 20 years
- Most recently Director of the Office of Innovation for the State of Maine
- Award-winning researcher
- Frequent lecturer and speaker on innovation, entrepreneurship, and the university's role in economic development
- Former State Science Technology Institute (SSTI) Board member



**Dr. Catherine S. Renault**

*We have used Cathy's firm to help us establish national benchmarks for Georgia through the preparation of the upcoming Georgia Innovation Index. Cathy's national perspective and expertise in evaluation make her one of my go-to advisors in the technology-based economic development community.*

Michael Cassidy, President and CEO, Georgia Research Alliance

*Cathy has been a friend and colleague since the early 1990s when we both worked in Virginia, and later at the University of North Carolina, Chapel Hill. We share a passion for entrepreneurship and innovation, a dedication to data-based decision-making, and a commitment to practical, results-oriented program design.*

Ted Zoller, Vice President for Entrepreneurship, Kauffman Foundation

**196 Maine Street, Brunswick, ME 04011**  
**(207) 522-9028 • [www.innovationpolicyworks.com](http://www.innovationpolicyworks.com)**

November 9, 11:15 AM – 12:15 PM | Congressional Room

## Trends in Tech-based Economic Development: What's Next?

SSTI's 15th Annual Conference will wrap up with this perennial favorite. Our capstone session will tie together everything we've learned through discussions during the interactive plenaries and breakout discussions with the addition of SSTI's distillation of the latest trends affecting tech-based economic development, the most daunting challenges ahead and their implications. Aided by instant polling and active audience participation, SSTI's President and CEO will once again serve as both provocateur and community builder in this engaging session.

**Discussion led by:**

Dan Berglund, *President & CEO, SSTI*

## Connect with SSTI to Receive the Latest News All Year Long

**Receive the news whatever way works best for you:**

**SSTI Weekly Digest via email:** [www.ssti.org/Digest/subscribe.htm](http://www.ssti.org/Digest/subscribe.htm)

**Twitter:** @ssti\_org or #ssti2011 for conference tweets

**Facebook:** [ssti.org](http://ssti.org)

Fifteen years ago, the SSTI Weekly Digest launched with two pages faxed to a distribution list of 56. When we started the Digest, some expressed concern about not having enough material to produce a weekly newsletter; as it turned out, that's never been a problem.

Now, there are multiple ways to receive the news from us. Facebook is our primary mechanism for getting you the latest news as fast as we can. The Digest remains the weekly source for the most important news to the tech-based economic development community and can be received via e-mail or read on our website.

**Take a moment, and connect with us.**



Host Sponsor

**TechColumbus** is a nonprofit organization that focuses on technology-based economic development in the 15 counties of central Ohio. TechColumbus accomplishes this by:

- Providing professional development and technology business assistance to both large and small companies that rely on technology for business success
- Managing a 62,000 square foot technology business incubator that has been recognized as one of the best in the country
- Managing TechStart, the Central Ohio Entrepreneurial Signature Program, with a mission to create, finance and launch new tech companies in central Ohio
- Assisting in the development of facilities for tech companies
- Working with state and local organizations to attract new tech companies to the region

[techcolumbus.org](http://techcolumbus.org)

Audience Response System Sponsor

**Battelle** is the world’s largest nonprofit independent research and development organization, providing innovative solutions to the world’s most pressing needs through its four global businesses: Laboratory Management, National Security, Energy, Environment and Material Sciences, and Health and Life Sciences. Battelle created the Technology Partnership Practice (TPP), which focuses Battelle’s broad experience to better serve economic development organizations, universities, and nonprofit technology organizations across the U.S. [battelle.org](http://battelle.org)

Exhibiting Sponsors

The **Federal Laboratory Consortium for Technology Transfer (FLC)** is the only nationwide network of federal laboratories that provides opportunities to link federal laboratory technologies and expertise with industry, academia, state & local governments, TBED organizations, and other federal laboratories. [federallabs.org](http://federallabs.org)

The **National Institute of Standards and Technology’s Manufacturing Extension Partnership (MEP)** works with small and mid-sized U.S. manufacturers to help them create and retain jobs, increase profits, and save time and money. MEP is America’s #1 resource for helping manufacturers compete against low price competition. [nist.gov/mep](http://nist.gov/mep)

**Solix** delivers complex program development, implementation, and administration services. Guided by best practices, expert Solix teams deliver scalable process solutions that achieve measurable results and support program rules while minimizing the potential for waste, fraud or abuse. Their solutions are supported by forward-thinking employees dedicated to continuous improvement, innovation, and the belief that every program they administer improves the lives of the people they serve. [solixinc.com](http://solixinc.com)

The **Technology Innovation Program (TIP)** was established in 2007 “to support, promote, and accelerate innovation in the United States through high-risk, high-reward research in areas of critical national need.” The program funds small and medium-sized businesses, universities, and research consortia on a competitive, cost-share basis for research on potentially revolutionary technologies for meeting critical national needs that present high technical risks-with commensurate high rewards if successful. [nist.gov/tip](http://nist.gov/tip)

Audio Visual Sponsors

The **Greater Oklahoma City Chamber** is the voice of Business and the visionary organization in Oklahoma City, consisting of more than 4,000 members. It provides economic development services to the city of Oklahoma City and Oklahoma County. In addition to the retention and expansion of existing companies and the recruitment of new ones, the Chamber has become a leader in entrepreneurship and an advocate for targeted industries in the region. [greateroklahomacity.com](http://greateroklahomacity.com)

**i2E, Inc.** is a private not-for-profit corporation focused on growing technology-based companies in Oklahoma and making a positive impact on the state’s economy. Our mission “Home grown economic development by fostering the birth and nurturing the growth of advanced technology companies in Oklahoma” is achieved by working directly with entrepreneurs, researchers and companies to help them commercialize their technologies, launch and grow new businesses and access needed capital. [i2E.org](http://i2E.org)

Networking Break Sponsor

**NorTech** is a regional nonprofit technology-based economic development organization serving 21 counties in Northeast Ohio. As a catalyst for growing Northeast Ohio’s emerging technology industries, NorTech is leading efforts to develop regional innovation clusters that create jobs, attract capital and have a long-term, positive economic impact. [nortech.org](http://nortech.org)







Lanyard Sponsor

**ASME** is a not-for-profit membership organization that enables collaboration, knowledge sharing, career enrichment, and skills development across all engineering disciplines, toward a goal of helping the global engineering community develop solutions to benefit lives and livelihoods. Founded in 1880 by a small group of leading industrialists, ASME has grown through the decades to include more than 120,000 members in over 150 countries worldwide. [asme.org](http://asme.org)

Conference Proceedings Sponsor

**Idaho National Laboratory** is a U.S. Department of Energy multiprogram research and development laboratory serving at the nexus of energy supply and security. Beyond its assigned lead role in nuclear energy, INL has a heritage of developing and delivering innovative national and homeland security technologies, protective environmental measures, and clean energy initiatives. [inl.gov](http://inl.gov)

Speaker Program Sponsor

**Innovation Policyworks** is an innovation strategy and evaluation firm that develops and measures effective state and regional technology-based policies and programs. Our principal, Dr. Catherine Renault, has delivered innovation-based economic development results for 20 years, most recently as Director of the Maine Office of Innovation. [innovationpolicyworks.com](http://innovationpolicyworks.com)

Speakers Lounge Sponsor

**The National Science Foundation** supports basic scientific and engineering research and promotes science and engineering education. The National Science Foundation also helps to foster and encourage the translation of new knowledge generated through basic research into processes, products and methodologies with significant economic or societal impact on the nation's health, prosperity, welfare, and defense. [nsf.gov](http://nsf.gov)

Friend of TBED

The **Georgia Research Alliance** is a private, non-profit organization that brings together the state's academic, industry and government leaders to grow Georgia's economy through scientific discovery. Key programs are recruitment of top scientific talent (GRA Eminent Scholars), development of centers of research excellence, commercialization of university R&D (GRA VentureLab), and advancement of the state's strategic industries (Centers of Innovation). [gra.org](http://gra.org)

**Oak Ridge National Laboratory (ORNL)** is the Department of Energy's (DOE) largest science and energy laboratory. With a budget of \$1.65 billion and 4,900 employees. ORNL is home to the world's most powerful open scientific computing facility. ORNL also houses the world's most intense pulsed neutron source and a world-class research reactor, the nation's largest concentration of open source materials research and two of DOE's largest research projects. [ornl.gov](http://ornl.gov)

Local Sponsors

**The Ohio Department of Development** is a catalyst for growth and prosperity in Ohio and facilitates the well-being of the State's companies, communities and citizens through strategic investments and targeted services. Ohio is recognized globally as an innovative leader in developing a thriving economy and vibrant communities. [development.ohio.gov](http://development.ohio.gov)

**The Ohio State University** is a public research university founded in 1870 and is currently the largest single-campus university in the United States. Ohio State is currently ranked by U.S. News & World Report as the best public university in Ohio, among the top 60 universities in the United States, and among the top 20 public universities in the United States. [osu.edu](http://osu.edu)

**Columbus2020!** is a bold, new public-private partnership to advance the regional economy by leveraging its diverse industries and research and academic institutions to position the Region as one of the fastest growing economies in the country and a national leader in economic development. [columbusregion.com](http://columbusregion.com)

*continued*





Local Sponsors continued

**CincyTech** is a public-private partnership whose mission is to invest in high-growth startup technology companies in Southwest Ohio. We do this through management assistance, seed-capital investments and connections to partners who share our mission. CincyTech is supported by the State of Ohio's Third Frontier Project and by corporations, foundations and regional research institutions. [cincytechventures.com](http://cincytechventures.com)

The **Dayton Development Coalition** is the regional economic development and advocacy organization whose mission is to support job creation and prosperity for the citizens of the Dayton Region. Working as a public/private partnership, we are growing the Dayton Region, and we are one of the most livable regions in America. [daytonregion.com](http://daytonregion.com)

**JumpStart** is a nonprofit transforming Greater Cleveland's economy by assisting high growth, diverse entrepreneurs and, in some cases, investing directly in companies. JumpStart also grows and connects local entrepreneurial support resources, shares best practices with other regions of the country, and builds partnerships to accelerate regionally-based innovation and entrepreneurship programs across the nation. [jumpstartinc.org](http://jumpstartinc.org)

**Rocket Ventures, LLC** is Northwest Ohio's premier venture capital firm and entrepreneurial assistance organization. Begun in 2007 with public and private monies, Rocket Ventures prepares high-tech start-up companies for funding and sustainability by providing intensive business assistance, enhanced business management, and equity investment. We welcome entrepreneurs and Northwest Ohio companies with innovative technologies and novel business concepts to contact us. [rocketventures.org](http://rocketventures.org)

**TechGROWTH Ohio** accelerates the development of early-stage, technologically-innovative companies to create jobs, grow the economy, and prepare companies for growth and sustainability in the 20 counties of southeastern Ohio. Funded by the State of Ohio's Third Frontier Initiative, TechGROWTH Ohio is part of the Ohio Department of Development's Entrepreneurial Signature Program located at Ohio University's Voinovich School of Leadership and Public Affairs. [techgrowthohio.com](http://techgrowthohio.com)



**Sean Ammirati**

Sean Ammirati is the Chief Operating Officer at ReadWriteWeb and an Adjunct Professor of Entrepreneurship at Carnegie Mellon University. Prior to becoming ReadWriteWeb's COO, he was Co-Founder & CEO at SaaS startup mSpoke, which focused on semantic processing and content recommendations and ultimately was sold to LinkedIn. Prior to that Mr. Ammirati was involved in a few other venture backed startups and was a Research Fellow at Carnegie Mellon's Software Industry Center. He particularly is interested in technology and how it is changing media's creation, optimization and delivery. Mr. Ammirati holds a B.S. in Computer Information Systems from Grove City College.

**Benjamin Au**

Benjamin Au is the Assistant Director of the Regional Innovation Acceleration Network (RIAN) project. RIAN supports the Venture Development Organization (VDO) community across the country, and provides information and best practices to communities wanting to improve or create a VDO in their region. Among his responsibilities in his year with SSTI, Mr. Au has developed metrics for measuring the performance of VDOs, conducted research on private accelerators, and produced, edited, and published content for the new RIAN website. Prior to coming to SSTI, Mr. Au worked for the Office of Sustainability for the City of Dublin, Ohio, and has worked for the U.S. Department of State, Indiana University, and the Culver Academies. Mr. Au received his B.A. in Political Science/International Relations from Carleton College and his M.P.A. from the Indiana University School of Public and Environmental Affairs.

**Rebecca O. Bagley**

Rebecca Bagley is President and Chief Executive Officer of NorTech, a regional nonprofit technology-based economic development organization that serves 21 counties in Northeast Ohio. As a catalyst for growing Northeast Ohio's technology industries, NorTech is leading an effort to develop regional innovation clusters that will spur job creation, capital attraction, and long-term positive economic impact. Ms. Bagley joined NorTech in July 2009, bringing a wealth of experience and leadership as a nationally recognized expert in technology-based economic development. She leads the organization's effort to develop regional technology clusters and make the region more economically diverse by supporting and nurturing Northeast Ohio's most promising technology projects and initiatives. She connects with small and large industry, universities, and state and federal government to raise the visibility of Northeast Ohio's technology assets and drive funding to the region. Previously, Ms. Bagley served as Deputy Secretary for the Technology Investment Office of the Pennsylvania Department of Community and Economic Development (DCED). Before joining DCED, she worked for several investment banks, most notably JPMorgan Chase, where she advised energy and technology companies on merger and acquisitions and raising capital in the high yield-bond group and oil and gas group. She serves on the National Association of Seed and Venture Funds (NASVF) Board of Directors; State Science Technology Institute (SSTI) Board of Trustees (Finance Committee Chair); and the U.S. Department of Commerce Innovation Advisory Board. She holds a Bachelor of Science degree from the University of Colorado at Boulder.



**Richard J. Baier**

Richard Baier was appointed to serve as Director of the Nebraska Department of Economic Development in 2003. Previously, he served as Executive Director of the Development Corporation of North Platte and Executive Vice President of the Greater York Chamber of Commerce and York County Development Corporation. He is chair of NIFA, serves on the BioNebraska Executive Committee and the Nebraska Workforce Investment Board. Mr. Baier holds a masters degree in Public Administration from the University of Nebraska at Omaha and is a Certified Economic Developer.

**Phillip Battle**

Phillip Battle is a policy analyst for SSTI. Mr. Battle writes for the SSTI Weekly Digest and maintains SSTI's web sites and email publications. Prior to joining SSTI, he served as a student consultant for the Texas Emerging Technology Fund. As part of his Master's report, Mr. Battle prepared an overview of that program with recommendations based on the practices of other state high-tech venture funds. He has also worked as a graduate research assistant at the IC2 Institute in Austin, as a staff researcher and writer for the Central Texas High School Data Center, and as a member of the 2006 World Congress on Information Technology policy research team. Mr. Battle holds a M.P.Aff. from the LBJ School of Public Affairs at the University of Texas at Austin.

**Dan Berglund**

Dan Berglund is the President and CEO of SSTI, a nonprofit organization that leads, supports, and strengthens efforts to improve state and regional economies through science, technology, and innovation. SSTI is the most comprehensive resource available for those involved in technology-based economic development. Leading SSTI since its inception in 1996, Mr. Berglund has helped SSTI develop a nationwide network of practitioners and policymakers dedicated to improving the economy through science, technology and innovation. SSTI works with this network to assist states and communities as they build tech-based economies, conduct research on best practices and trends in tech-based economic development, and encourage cooperation among and between state and federal programs. Prior to joining SSTI, Mr. Berglund worked as a consultant and for the Ohio Department of Development in a variety of positions, including Acting Deputy Director of the Division of Technological Innovation.

**Betsy Biemann**

In 2005, Betsy Biemann was appointed by former Governor John Baldacci to serve as President of the Maine Technology Institute (MTI). MTI's purpose is to support entrepreneurs in Maine's seven targeted technology sectors to bring innovations to market and create good jobs for people across the state. It does this by making grants and loans to Maine companies to jointly fund technology development projects as well as by funding collaborative activities aiming to strengthen Maine's high-potential technology clusters. These clusters span the state's mature industries, such as forestry and agriculture, and emerging industries, such as environmental and energy technology and biotechnology. MTI also administers the Maine Technology Asset Fund, the state's \$53 million bond program boosting research and economic development statewide. Prior to joining MTI, Ms. Biemann served as an Associate

Director at The Rockefeller Foundation in New York City, where she managed a national grant and investment program aiming to increase employment in low-income communities. She also oversaw Rockefeller's equity investments in community development venture capital funds and below-market loans to social enterprises. Ms. Biemann joined Rockefeller's staff in 1996, after working in the field of international development for 10 years, principally in Africa and Latin America. She serves as a member of the Maine Innovation Economy Advisory Board, the CEI Community Ventures Board and the Maine Philanthropy Center Board. In 2010, MaineBiz named her to its NEXT List of Ten People Shaping the Future of Maine's Economy. Ms. Biemann earned her Bachelor's degree in Biology and the History of Science at Harvard University and a Master's degree in Public Policy from Princeton University.

**Tim Bour**

Before taking the helm of the Boulder Innovation Center in August 2007, Tim Bour was Executive Vice President of Engineering and Manufacturing at Circle Graphics, the leading printer of wide format media for the outdoor advertising market. He re-engineered the printing manufacturing operations at Circle leading to private equity investment from TA Associates. As founder and CEO of Cielo Communications from 1997 to 2001, Mr. Bour secured over \$45 million in venture capital while overseeing the development of the first gigabit optical transceiver used by Cisco Systems. Previously, he spent 13 years at Hewlett Packard where he worked as marketing manager for the fiber optics components business, during which sales grew from \$20 million to \$200 million annually. He was an Ernst and Young Finalist "Entrepreneur of the Year" in the Rocky Mountain Region in June 1999. Mr. Bour received a Bachelor of Science degree in Chemical Engineering (magna cum laude) from the University of Cincinnati and an M.B.A. from Ohio State University.

**Norm Chagnon**

Norm Chagnon is the Deputy Chief of the Technology and Innovation Division of the Ohio Department of Development and Executive Director for the Third Frontier Commission. Dr. Chagnon has been with the Ohio Department of Development for more than 20 years. He has extensive experience in the creation and implementation of state programs that support technology-based economic development. He leads the office responsible for the management of the Ohio Third Frontier, Edison Program, Technology Investment Tax Credit Program, and the Ohio Venture Capital Authority. He has also held the positions of Assistant Deputy Director of the Technology Division and Manager of Ohio's Thomas Edison Program. Dr. Chagnon earned his Ph.D. in Biology from Miami University, where he held the position of Doctoral Fellow. He served as an Assistant Professor at Miami University.

### Brian Cummings

Brian Cummings is Vice President of Technology Commercialization and Knowledge Transfer at The Ohio State University, where he is responsible for coordinating all aspects of knowledge transfer and technology development with a special focus on building a pro-active and responsive culture. In addition, he will assist in the initial stages of idea formation, technology assessment, start-up creation, licensing, funding and ultimately a positive outcome for the university and the state of Ohio. Previously, Mr. Cummings was Executive Director of the Technology Commercialization Office at the University of Utah and Associate Vice President for Technology Ventures. While there, his office successfully started over 115 new technology-based companies, 78% of which have received initial seed, venture, or corporate funding. He also was President of a university-based personalized medicine company and has assisted in the set up and establishment of three new venture capital funds. Previously, Mr. Cummings led the life science commercialization efforts at the University of Texas. He serves on the Board for the Utah Life Science Association, Catheter Connections, Alta Innovation Network, the Rocky Mountain Research Center for Emerging Infectious Diseases, the Governor's Board for Business Resource Centers, the Kickstart Seed Fund, the Renaissance Foundation, and the Licensing Executives. Mr. Cummings received a B.S. degree in Recombinant Gene Technology and an M.S. degree in Genetic Engineering from the State University of New York, and an M.B.A. in Marketing and Finance from Phoenix University.

### Deborah Cummings

Deborah Cummings is a Senior Program Manager in Battelle's Technology Partnership Practice. Ms. Cummings has almost 20 years of experience in state and regional technology-based economic development, both as a consultant and government official. Her business career has encompassed both the private and public sectors, and has been comprised of strategic planning activities, cluster development, economic impact analyses, program assessments, best practice methodology, and science and technology policy. In her efforts for the state of Ohio, Ms. Cummings originally helped conceive of Ohio's Third Frontier initiative, a widely acclaimed \$2.2 billion economic development investment, as a consultant to the state, and then had the responsibility for implementing, evolving and renewing that strategy as Assistant Director at the Ohio Department of Development. Ms. Cummings earned her M.B.A. from The Ohio State University and her Bachelor of Business Administration and Bachelor of Arts in Political Science from Ohio University.

### Aimee Dobrzeniecki

Aimee Dobrzeniecki is the Deputy Director of the Manufacturing Extension Partnership (MEP) at the Department of Commerce's National Institute of Standards of Technology (NIST), where she has responsibility for MEP state partnerships, communications, knowledge management, information technology, and performance management. She also coordinates budget, congressional, and administration correspondence issues for the MEP program, a nationwide network that assists manufacturers to increase their global competitiveness. Ms. Dobrzeniecki facilitates the exchange of information among MEP network partners and stakeholders, supports strategic management and systems operations, and acts as a liaison with other government agencies and regional economic development organizations. Before working for the Department of Commerce, she acquired

manufacturing technology experience through her work in ground weapon systems development for the Department of the Army Tank-Automotive Command in Warren, Michigan; gear research and manufacturing for the IIT Research Institute in Chicago, Illinois; and beginning in 1994, working in the MEP system as a field agent at both the Chicago Manufacturing Center and the Manufacturers Resource Center in Bethlehem, Pennsylvania, where she assisted dozens of small and medium-sized manufacturers. Ms. Dobrzeniecki received an E.M.B.A. from George Washington University and a B.S. in Mechanical Engineering from Lawrence Technological University, Southfield, Michigan.

### John Fernandez

During his two-year tenure as U.S. Assistant Secretary of Commerce for Economic Development, John Fernandez has positioned the U.S. Economic Development Administration to lead the federal economic development agenda by promoting competitiveness and preparing American regions for growth and success in the worldwide economy. A former mayor of Bloomington, Indiana, Mr. Fernandez worked with local business and Indiana University leaders to launch Bloomington's Life Sciences Partnership, securing more than \$243 million in private investments and creating more than 3,700 jobs. He also developed an aggressive downtown revitalization plan resulting in more than \$100 million in new investments.

### Allison Finkelstein

With more than two decades of executive level business experience, Allison Finkelstein serves as Assistant Vice President, Investments for TechColumbus. In this role, she manages a portfolio of thirteen pre-seed funds, including the Ohio TechAngel Fund (the largest angel fund in the country), 114 portfolio companies and approximately \$31 million in assets under management. Ms. Finkelstein has over 20 years of experience working with a variety of industrial manufacturing businesses. Prior to joining TechColumbus, she was a senior executive for a \$2.5 billion worldwide business unit of Eaton Corporation. As head of business development for that unit, she was responsible for all mergers, acquisitions and divestitures. Deal sizes ranged from small technology buys to a \$1 billion acquisition. She also managed the strategic planning process for the unit. Before her time at Eaton, she worked at Bank of Boston where she focused on the transportation industry and structured a multimillion employee buyout of one of the portfolio companies. With this previous experience, Ms. Finkelstein brings a unique and valuable perspective to the table when it comes to evaluating prospective ideas and companies who are under consideration for TechColumbus or Ohio TechAngels funding. She also has been an angel investor herself for over 14 years in both domestic and international startups. In addition to her role at TechColumbus, Ms. Finkelstein is involved in a number of nonprofit organizations in central Ohio. She and her husband also run a foundation that provides scholarships to graduating area high school students. In 2011, she was honored in the WELD (Women for Economic Leadership and Development) calendar of Twelve Women You Should Know in Central Ohio. Ms. Finkelstein holds a Bachelor of Science degree in Commerce from the University of Virginia and a Master's degree in Business Administration from Harvard University.



**Michael A. Finney**

Michael Finney is the President and CEO of the Michigan Economic Development Corporation (MEDC), the State of Michigan's lead economic development agency, and is responsible for executing Governor Rick Snyder's economic development strategy. Prior to taking the helm at MEDC, Mr. Finney served as President and CEO of Ann Arbor SPARK (SPARK), a public-private partnership whose mission is to advance innovation-based economic development in the greater Ann Arbor, Michigan, region. He previously served as President and CEO of Greater Rochester Enterprise, Rochester, New York, and as Vice President Emerging Business Sectors, and Senior Vice President and General Manager, Thompson Saginaw and Assistant City Manager, Saginaw, Michigan. Mr. Finney currently serves on the boards of trustees for the State Science & Technology Institute, the Washtenaw Community College Foundation and the Ann Arbor Area Community Foundation, the University of Michigan Life Sciences Institute, Office of Technology Transfer and College of Engineering Center for Entrepreneurship, National Advisory Councils. He also served on Governor Rick Snyder's transition team. He has received numerous awards and recognitions including the 2008 Saginaw Valley State University Outstanding Alumnus for the College of Business and Management; named by Crain's Detroit Business as one of the 2007 Newsmakers of the Year; and 2005 Minett Distinguished Professor at Rochester Institute of Technology. Mr. Finney holds a Master of Arts in Human Resources from Central Michigan University and a Bachelor of Business Administration from Saginaw Valley State University.

**Ted Ford**

As President and CEO of TechColumbus, Ted Ford is a seasoned executive with over 25 years of experience in government, marketing, higher education, and public-private partnerships. Prior to becoming TechColumbus' first CEO, he served as President and CEO of Edison Welding Institute, a nationally recognized independent engineering research and development organization. As Senior Vice President for University Advancement at Northern Arizona University in the late 1990s, he led the development launch of the institution's first capital campaign, which raised \$100 million. He has served as a business development professional, legislative advocate, legislative staffer, and Executive Assistant to the governor of Ohio.

**E. Gordon Gee**

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**Sean Greene**

Sean Greene is the Associate Administrator for Investment, and Special Advisor for Innovation at the U.S. Small Business Administration. He brings 20 years of experience as an entrepreneur, investor, and business strategist to the SBA. He was the founder and CEO of Away.com, an online travel company that he sold to Orbitz. He was also a co-founder of Rock Creek Ventures and LaunchBox Digital, a seed stage investment firm in Washington, D.C. Previously he was a management consultant with McKinsey and Co. Mr. Greene holds an A.B. from Princeton University, an M.B.A. from Yale's School of Management, and also was a Fulbright Scholar at the National University of Singapore.

**Tim Haynes**

Tim Haynes is Vice President of Marketing and Member Services for TechColumbus. Prior to joining TechColumbus, he spent seven years with Mettler-Toledo, a global weighing solutions and precision instrumentation company headquartered near Zurich, Switzerland. While there, he was a member of the Executive Committee and President of the Retail Division from 2001 through 2006. During his tenure with the Retail Division, sales grew to \$200 million globally, with 10% year-over-year increases during the most recent three years. Previously, he served as Global Business Unit Leader for Mettler-Toledo's \$60 million global Transport, Shipping, Mail and Components business. The business achieved over 10% sales and profit growth during those years. Prior to Mettler-Toledo, Mr. Haynes spent seven years at Emerson where he was a Vice President of Marketing and Product Development in the Emerson Process Group. He has extensive international business management experience, technology-based product development and marketing expertise, and divisional management and P&L experience. Mr. Haynes has a B.S. in Electrical Engineering from Cornell University and an M.B.A. from Duke University's Fuqua School of Business.

**John O. Huston**

During his 30-year commercial banking career, John Huston's positions at banks in five states ranged from Chief Lending Officer to Chief Credit Officer to CEO. Upon retiring from banking in 2000, he commenced his business angel activities and formed USPrivateCompanies, LLC, which has provided equity to over forty of Ohio's most promising entrepreneurs. He currently is a Director of four portfolio companies. Mr. Huston launched the first Ohio TechAngel Fund in 2004 and the group became a founding member of the Angel Capital Association with 50 investors. Now with three funds and 282 members, the Ohio TechAngels is North America's largest angel groups. As a private investor and Manager of the Ohio TechAngel Funds, he hopes to spark such job growth across Ohio by enhancing the success of angels, angel groups, and entrepreneurs. In 2003, Mr. Huston was appointed by then-Governor Taft to the Ohio Venture Capital Authority, which oversees the Ohio Capital Fund that generates high-paying jobs by making \$150 million of early stage capital available to the state's most promising technology entrepreneurs. Twenty-three venture capital firms have received funding via this program. In 2010, then-Governor Strickland appointed him to the Third Frontier Advisory Board. Ohio's Third Frontier Program now is a \$2 billion bi-partisan commitment to expand Ohio's technological strengths and promote commercialization. He has taught finance at The Ohio State University Fisher College of Business and is a frequent lecturer regarding entrepreneurship and private equity investing. He serves on the Advisory Board of WELD (Women for Economic and Leadership Development), the TechColumbus Deal Flow Assessment Committee, and the TechColumbus Investment Committee for all its pre-seed funds. Nationally, he is known as the past Chairman of both the Angel Capital Education Foundation and the Angel Capital Association. Mr. Huston attended the University of Virginia on a Navy ROTC scholarship, graduating with a Bachelor of Arts degree in Economics. While stationed as a navy pilot in Georgia he obtained his M.B.A. at night from Georgia Southern University.

**Will Indest**

Will Indest is Vice President of Venture Development and Director of TechStart, the Central Ohio Entrepreneurial Signature Program, with TechColumbus, a nonprofit organization dedicated to assisting hundreds of businesses, entrepreneurs, venture funds and research institutions to promote the growth of tech-based businesses in central Ohio. Prior to TechColumbus, Mr. Indest was instrumental in founding the \$150 million Ohio Capital Fund – a seed stage Fund of Funds, as well as managing about \$30 million in pre-seed and angel fund assets. He also has successfully exited from a process control startup he co-founded. He has more than 20 years experience as an entrepreneur, technology business founder, CEO, division general manager, and startup advisor, as well as a pre-seed and seed private equity manager. Mr. Indest has an S.M. in Entrepreneurship and Finance from the Sloan Fellows Program at MIT, and a Bachelor's degree in Chemical Engineering from Notre Dame.

**Larry Jolly**

Larry Jolly has worked for 14 years as a Manufacturing Specialist consultant for the South Carolina Manufacturing Extension Partnership (SCMEP), where he has performed manufacturing assessments for more than 300 companies ranging in size from a one-man shop to a facility of over 900 employees. Mr. Jolly has been trained in both logistics and the “thinking process,” lean techniques and certified by MEP as a Professional Business Advisor. He previously worked for companies such as Milliken, Ryobi and Saddleman with over 20 years experience at all levels of manufacturing, including industrial engineering/process engineering, operations manager, marketing and new product introduction. He also worked in international marketing directly for the Japanese in establishing exports of Ryobi products from South Carolina. Mr. Jolly earned his B.S. degree from Clemson University and a M.B.A. from the University of South Carolina.

**Jay Katarincic**

Jay Katarincic is a Managing Director of Draper Triangle Ventures. Prior to founding Draper Triangle, Mr. Katarincic served as Vice President-Corporate Development and General Counsel of J. Edward Connelly Associates, Inc., a diversified holding company where he was responsible for all corporate acquisitions, minority investments, divestitures and financings. Previously, he was an Associate in the Mergers & Acquisitions Group in the New York office of Skadden, Arps, Slate, Meagher & Flom. He serves on the board of directors of several privately held corporations including: Carnegie Learning, Inc., iKnowthat.com, Inc., Plextronics, Inc., BitArmor Systems, Inc., CardioInsight, and BodyMedia, Inc. Mr. Katarincic also serves on the board of trustees of the Pittsburgh Technology Council, Shady Side Academy, the Institute for Learning Abilities and the Holy Family Foundation. He is a regular speaker and guest lecturer in both western Pennsylvania and across the nation on the subject of early stage venture investing and frequently is quoted in a number of national and local publications, including the Wall Street Journal, Red Herring and the Pittsburgh Post-Gazette. Mr. Katarincic received his B.A. in Economics from the College of the Holy Cross and graduated from the JD/MSIA joint degree program at the University of Pittsburgh School of Law and the Carnegie Mellon University Graduate School of Industrial Administration.

**Peter Longo**

Peter Longo joined Connecticut Innovations in 1995. He manages CI's array of initiatives, including its venture capital investments, laboratory infrastructure fund and support service initiatives. Under his leadership, CI introduced the Pre-Seed Support Services Program, Connecticut Clean Tech Fund and CTech, an entrepreneurial assistance initiative. Additionally, Mr. Longo oversees the administration of the ratepayer-funded Connecticut Clean Energy Fund. He has invested in over 20 early stage investment opportunities across a variety of technology sectors, leading CI investments in bioscience, software, photonics, and IT. He serves on the boards of CYA Technologies, ExeCue and Post-N-Track and is a board observer of Perimeter eSecurity and Transaction Methods. In addition, he serves on the advisory board of the University of Connecticut School of Engineering. Prior to being named president and executive director of CI in 2007, Mr. Longo was a member of CI's investment team and most recently was chief investment officer for CI. He also previously served as controller of CI before he joined the investment team. He is a certified public accountant and a chartered financial analyst. He also served six years in the Connecticut Army National Guard. Mr. Longo earned a Bachelor's degree in Business Administration from the University of Connecticut and holds a Master's degree in Business Administration from the University of Hartford.

**Richard Lunak**

Rich Lunak has distinguished himself as a successful entrepreneur, corporate executive, investor and technology-based economic development leader. He is currently President and CEO of Innovation Works, one of the nation's most active early stage investors, according to Entrepreneur magazine. Mr. Lunak leads Innovation Works' efforts to provide business expertise, seed capital and other critical resources to high-potential, technology startup companies in Pittsburgh. Since 2000, Innovation Works has invested more than \$50 million into technology startups that have gone on to raise more than \$1 billion in follow-on investment. From 2008-2010, more than 70% of the Pittsburgh region's venture capital investments went to companies that had previously received Innovation Works' seed capital, and the Pittsburgh region was recognized by the National Venture Capital Association for being the second fastest growing venture capital market in the country in 2009. Innovation Works has been awarded top honors for its programs supporting innovation and entrepreneurship by the U.S. Economic Development Administration, State Science and Technology Institute and International Economic Development Administration. Prior to joining Innovation Works in 2005, Mr. Lunak was a successful technology entrepreneur/inventor who helped lead a healthcare robotics company from a three-person startup to a \$65 million acquisition by McKesson Corporation, the nation's 16th largest company. He became Group President, McKesson Automation, where he led five autonomous business units that served more than 13,000 customers, generated several hundred million in revenues and managed more than 1,800 employees with operations in four states. He was responsible for acquiring new technologies and the design, development and rollout of numerous robotic, automated and software products that are installed in leading healthcare providers across the country and around the world. Mr. Lunak holds several U.S. patents. He is a guest lecturer at the University of Pittsburgh and Carnegie Mellon and is a member of numerous boards of directors. He also is the winner of the 2008 Carnegie Science Center entrepreneur's award. Mr. Lunak received a Bachelor's Degree in Electrical and Computer Engineering from Carnegie Mellon and a Master's Degree in Business Administration from the University of Pittsburgh.



### Jonathan Murray

Jonathan Murray has been Managing Director of Early Stage Partners since the autumn of 2000. The fund focuses on investing in early stage technology-based companies in industries in which Northeast Ohio has distinctive competence. Earlier in his career, Mr. Murray worked in medical journalism in Washington, D.C., for a subsidiary of Capital Cities/ABC. An interest in business took him to New York, where he worked in pharmaceutical marketing for J. Walter Thompson. This job exposed him to corporate strategy, which became an enduring fascination that spurred him to return to school for an M.B.A. Venturing to Silicon Valley upon graduation, Mr. Murray worked in consulting before taking a job with Spectra Laboratories, a provider of clinical testing services to kidney dialysis clinics. During his tenure there, he simultaneously built and managed the marketing and software development departments, as well as directed the telecommunications department. This experience imbued him with a love of entrepreneurial endeavors that helped to solidify his continued move away from the corporate world. When Spectra was acquired in 1997 by a large, multinational corporation, Mr. Murray accepted a position as President of Volk Optical, a Mentor, Ohio, manufacturer of lenses used by ophthalmologists and optometrists to examine eyes for disease. Following his tenure at Volk, Mr. Murray was President of Incubation Services, a consulting firm that provided strategy development, business planning, and financial consulting to early stage companies in life sciences and information technology. Among his clients were Athersys Inc., Aelita Software, ConnectSpace, IdeaStar, and the Edison BioTechnology Center (EBTC). As an advisor to EBTC, Mr. Murray authored a report recommending significant additional investment in Ohio's life sciences industry. He sits on the boards of Ayalogic, Unitask, Imalux, TOA Technologies, Intelligent Clearing Network, OnShift, and the Ohio Venture Association and is a past board member of Ohio's Singing Angels. Mr. Murray graduated from George Washington University, where he double-majored in Biology and English Literature, and earned an M.B.A. from the University of Michigan.

### Ken Poole

Ken Poole directs the Council for Community and Economic Research (C2ER), a national nonprofit membership organization serving economic and community development researchers in communities, states, academia, and the private sector. He has managed economic development research, analysis, and technical assistance efforts for over 27 years. As Director of C2ER, Dr. Poole has overseen all program development activities of the organization, including its research and professional training activities. Building on his vision and leadership, C2ER and the LMI Training Institute have become national leaders in providing regional economic analysis training to researchers and analysts at the state and local level. In 2000, Dr. Poole co-founded the Center for Regional Economic Competitiveness (CREC) as an independent nonprofit focused on assisting policymakers with developing a stronger understanding of how regional economies can compete effectively in the evolving, knowledge-based economy. Under his leadership, CREC has undertaken and successfully completed over 25 statewide, regional, and/or local development projects, taking CREC consultants from Hawaii to Ontario since 2008. Before establishing CREC, Dr. Poole served six years as the Director of Domestic Economic Development for the National Association of State Development Agencies and eight years as the Director of Technical Assistance and Research for the National Council for Urban Economic Development (now the International Economic Development Council). He serves on the editorial boards of Economic Development Quarterly and Applied Research in Economic Development, as well

as on the Bureau of Labor Statistics' Data Users Advisory Council. He travels and speaks frequently to national audiences of policy leaders and economic development professions on the challenges of effective, sustainable regional economic development. Dr. Poole earned his Ph.D. in Regional Development Policy from George Mason University, his M.P.A. from the American University, and his B.A. from the University of North Carolina at Chapel Hill.

### Catherine Renault

Catherine Renault is the principal of Innovation Policyworks LLC, an innovation strategy and evaluation firm focused on the development and measurement of effective state and regional technology-based policies and programs. Innovation Policyworks explicitly links policy design and evaluation, so that programs are appropriately focused on outcomes with a disciplined measurement process that allows policymakers and legislators to see what progress is being made and whether improvements need to be implemented. Dr. Renault was formerly the Director of the Maine Office of Innovation and Science Advisor to then-Governor John Baldacci. In this role, she worked closely with industry, legislature and research institutions to promote, develop and implement science and technology policy for the state. Among other duties, she oversaw the annual comprehensive evaluation of Maine's public investments in research and development and the publication of the Maine Innovation Index, projects she began at the University of North Carolina in 2000. This evaluation won the 2009 award for best program evaluation from the Center for Community and Economic Research (C2ER). Dr. Renault has twenty years of experience in state science and technology-based economic development and evaluation, including leading a group at RTI International in Durham, NC, where she consulted with mostly rural states and regions. Her previous state experience was as Managing Director of Virginia's Center for Innovative Technology where she was responsible for entrepreneurship and access to capital policy as well as statewide technology transfer initiatives. She also spent ten years in the private sector including AT&T and Data General. Dr. Renault is currently on the Board of Directors for CEI Capital Management (CCML) and the Maine Center for Enterprise Development. She previously served on the board of trustees for the State Science and Technology Institute, the Governor's Task Force on Ocean Energy and Maine's Broadband Strategy Council, among others. Dr. Renault received her undergraduate degree from Harvard, her M.B.A. from the University of Virginia and her Ph.D. from the University of North Carolina at Chapel Hill.

**Robert A. Rosenbaum**

As President and Executive Director of TEDCO, Robert Rosenbaum is responsible for the strategic and operational leadership to ensure its position as a national leader in technology transfer from academic and federal research labs, as a seed and early stage investor and as a provider of entrepreneurial business assistance. Additionally, Mr. Rosenbaum is charged with leading TEDCO's efforts to expand its corporate partnerships, strengthen its ties with later stage investors and to position it to make follow-on investments in its portfolio companies. Prior to coming to TEDCO, he joined Nobska Group, a strategy consulting firm as a Partner and was a founder and Managing Director of the General Partner of Nobska Ventures, an early stage venture capital fund. Prior to joining Nobska, he was Vice President of Operations of Agora Publishing. Prior to Agora, he was Chief Operating Officer of Versient, a third party warehousing company. Previously, Mr. Rosenbaum led many technical projects from conceptual design through delivery and integration. As Director, Information Technology, of The Stride Rite Corporation he led a large-scale application development project. As Manager, Technical Consulting and Integration Services of Eventra, an electronic commerce/EDI software company, he led many strategic and tactical e-business design, development and implementation efforts. Mr. Rosenbaum earned a Bachelor's Degree in Mechanical Engineering from the Georgia Institute of Technology and his M.B.A. from Columbia University.

**Phillip Singerman**

Phillip Singerman serves as Associate Director for Innovation and Industry Services at the National Institute of Standards and Technology (NIST). In this capacity, Mr. Singerman is responsible for the NIST suite of external partnership programs, including the Hollings Manufacturing Extension Partnership, the Technology Innovation Program, the Baldrige Performance Excellence Program, and NIST technology transfer and small business innovation research awards. Immediately prior to joining NIST, he was a Senior Vice President at B&D Consulting, a DC-based firm providing strategic advice and technical assistance on federal economic development programs to nonprofit organizations, local governments, and universities. Previously, he was a managing director of a \$120 million seed stage venture fund that invested in early stage technologies. Mr. Singerman has more than 30 years of experience in tech based economic development; he was the first chief executive of two of the best known public-private partnerships, the Ben Franklin Technology Center of Southeastern Pennsylvania and the Maryland Technology Development Corporation. During the Clinton Administration he served as U.S. Assistant Secretary of Commerce for Economic Development, a presidential appointment requiring Senate confirmation. He has participated on scores of local, state, and national advisory boards and associations, including the State Science and Technology Institute, the Technology Council of Maryland, the International Economic Development Council, NGA's Advisory Committee on Entrepreneurial Policy, NSF's Small Business Advisory Committee, the Pennsylvania Biotechnology Association, the Strengthening America's Communities Initiative Advisory Committee, and the Editorial Board of the Economic Development Quarterly. Mr. Singerman is a co-author of "Beyond Recovery: Moving the Gulf Coast Toward a Sustainable Future" (February 2011), published by the Center for American Progress and Oxfam America, and the "Handbook on Climate Prosperity" (May 2009), published by the International Economic Development Council. He has taught at Yale College, Barnard

College (Columbia University), and the Fels Institute of Government (University of Pennsylvania). After graduating from college he served as a Peace Corps Volunteer in Colombia, South America, working in rural community development projects. Mr. Singerman received his Bachelor's degree from Oberlin College and holds a Doctorate from Yale University.

**Mark Skinner**

Mark Skinner is Vice President of SSTI and has served as Director of the Regional Innovation Acceleration Network (RIAN) project for the past year. The RIAN project supports the community of existing and emerging Venture Development Organizations (VDOs) around the country by providing the means for peer-to-peer sharing of information and best/common practices; helping to identify funding opportunities for VDOs; and providing tools to help regions approach the creation of their own VDOs. Working with SSTI since 1998, Mr. Skinner was the long-time editor of SSTI's e-publications, the SSTI Weekly Digest and the Funding Supplement. He has been the principal author or a co-author on a number of publications, including the EDA-funded "A Resource Guide for Technology-based Economic Development." Mr. Skinner has extensive experience with small technology companies and federal research and development programs, including the Small Business Innovation Research (SBIR) Program, Small Business Technology Transfer (STTR) Program. He has served on the Committee of Visitors for the National Science Foundation's SBIR/STTR Program. He also was SSTI's project coordinator and principal author for the State and Federal Perspectives on the SBIR Program, drawing on his prior six-year experience establishing and managing Ohio's SBIR Program for the Ohio Department of Development. Mr. Skinner has served as a frequent speaker for state and national organizations and contributor to a number of federal programs including serving on external review panels for the NSF Partnerships for Innovation (PFI) program, the Committee of Visitors for the NSF SBIR Program, as the liaison with the Federal Laboratory Consortium's State & Local Government committee. He also was the principal author and project leader for National Science Foundation's Survey of State Research and Development Expenditures for 1995, the most extensive effort undertaken to date to capture information on state R&D activities. Mr. Skinner received his B.A. in urban and regional planning from Miami University (Oxford, OH).



### Victor Thorne

Victor Thorne brings a background of both investment and operating management experience, spanning Fortune 500 corporations to entrepreneurial ventures. He is Co-Founder of Broadline Capital, a global investment management firm. In 2008, Broadline Capital received the industry award for Asia Venture Deal of the Year, named by Private Equity International (PEI) for Broadline's investment in China Risk Finance. A decade ago Victor co-founded the leading provider of supply chain management and intelligence solutions to the trillion-dollar food system. Creating the industry's first SaaS electronic supply network, the resulting company became an innovator in the automation of core business processes. The company's robust and secure transaction engine facilitates more than \$220 billion in supply chain commerce transactions annually and converts traditional paper-based processes into more efficient paperless transactions. In 2007, the company was successfully sold to institutional investors at a nine digit valuation. Mr. Thorne began his career at Morgan Stanley, has consulted for Lucent Technologies' Supply Chain Networks, and was Senior VP of Coffou Partners, a retainer-based executive search firm. He serves as a member of the Boards of Directors of Brand Thunder and VacationView. He previously served as an Entrepreneur-in-Residence for the Chicagoland Entrepreneurial Center. Mr. Thorne received his A.B. from Harvard University and his M.B.A. from Kellogg School of Management. He is also an alumnus of Harvard Business School's Executive Program on Supply Chain Management.

### Tom Walker

As President and CEO of i2E, Tom Walker leads i2E's efforts to develop and invest in companies that create knowledge-based jobs in Oklahoma. Under his leadership, i2E has experienced the largest growth in programs and infrastructure in its history. Mr. Walker has united i2E with key state, national, and international research and development and entrepreneurial communities producing an increased recognition of Oklahoma's desirability as a place to start companies as well as measurable new economic opportunities for Oklahomans. This focus has established an entrepreneurial infrastructure for advanced technology opportunities in Oklahoma, with i2E earning international recognition and awards as a leading, innovative venture development organization. Mr. Walker is the founder of SeedStep Angels, the region's most organized and largest angel group. He served as a founding board member of the Angel Capital Association, and serves on the board of Oklahoma Bioscience Association, the Oklahoma Academy for State Goals and the Governor of Oklahoma's Science and Technology Council. He also serves on the Board of Directors of several private technology companies. Mr. Walker holds a B.S. in Mechanical Engineering from the University of Oklahoma, and a Master of Business Administration from Oklahoma City University.

### Sandra Watson

Sandra Watson is a cornerstone leader of Arizona's economic development activity. During her 15-year tenure at the Arizona Department of Commerce she has served in progressively more responsible roles with high levels of results and change implementation. Most recently, Ms. Watson has worked as Executive Vice President and COO to implement the exciting new vision for the Arizona Commerce Authority. She has provided invaluable energy and stability as the former Arizona Department of Commerce has been transitioned into the new Arizona Commerce Authority, all while managing the operations of an organization that continued to attract and retain business in Arizona. During her first six years with the Arizona Department of Commerce, she managed and directed business development, business attraction and marketing efforts. By 2002, she and her teams had successfully attracted hundreds of companies that invested billions of dollars in capital, which resulted in the creation of well over 50,000 quality jobs for Arizona citizens, and influenced additional hundreds of business locates and billions of dollars of capital investment. In addition, Ms. Watson has managed and influenced Arizona's workforce policies. She also served as Director of Innovation and Technology and has been a leading participant in these important Arizona growth sectors through her participation on many technology councils, boards and innovation centers throughout the state. She was also a founding editor of the Tech Connect magazine. In 2003, she received the Arizona Technology Council Chairman's Award for her commitment and dedication in support of Arizona's technology community. In 2004, she was a recipient of the Arizona Business Journal's "Forty Under 40" as an up and coming Arizona leader. Ms. Watson earned an Honors Bachelor of Commerce Degree from Laurentian University in Sudbury, Ontario, Canada and she has completed the Global Leadership Certification Program at the Thunderbird School of Management. She currently is working toward her Masters of Business Administration.

### Leslie Wisner-Lynch

Leslie Wisner-Lynch currently serves as the interim President & CEO of the Tennessee Technology Development Corporation (TTDC). She has served as a member of the TTDC Board of Directors since 2007 and held the office of second vice-chair. She also serves as the Executive Director of the BioTN Foundation, a not-for-profit designed to serve as a leading resource for improving life sciences education and business growth in Tennessee through leadership in STEM education, workforce training and economic development initiatives. Dr. Wisner-Lynch previously served as the Director of Applied Research for BioMimetic Therapeutics, Inc., in Franklin, TN, where she provided clinical and scientific expertise for products under development and in commercialization for use in craniomaxillofacial and skeletal regeneration. She currently also serves as chair of the life sciences committee for Middle Tennessee Mind2Marketplace, is a member of the Tennessee Valley Corridor Board of Directors and is Chair of the Board of Directors for the recently approved STEM Prep Academy charter school in Metro Nashville. Dr. Wisner-Lynch holds a B.S. in Chemistry from Lamar University, a D.D.S. from the Medical College of Virginia and a D.M.Sc from Harvard Medical School.

**Gary Yakimov**

Gary Yakimov's current duties include management of the Manufacturing Extension Partnership's (MEP's) policy and research team including its reporting and evaluation system, impact metrics, client surveys, and economic studies and policy papers. He also coordinates the development of a series of talent management products and services for use by the 60 MEP centers and their 1,500 field staff who work directly with 30,000 U.S. manufacturers each year. Previously, Mr. Yakimov served as Director of Business and Industry Strategies for the Corporation for a Skilled Workforce where he directed the project and development portfolio for CSW's business and industry initiatives, including sector and cluster related work. Mr. Yakimov has helped multiple states and local areas develop approaches and practices to advance regionally targeted industry strategies as a strategic framework for aligning workforce development, economic development, and education policies. In previous positions Mr. Yakimov served as Director of Business Policy for the Maryland Governor's Workforce Investment Board as well as Deputy Director for Labor Market Information in Delaware.



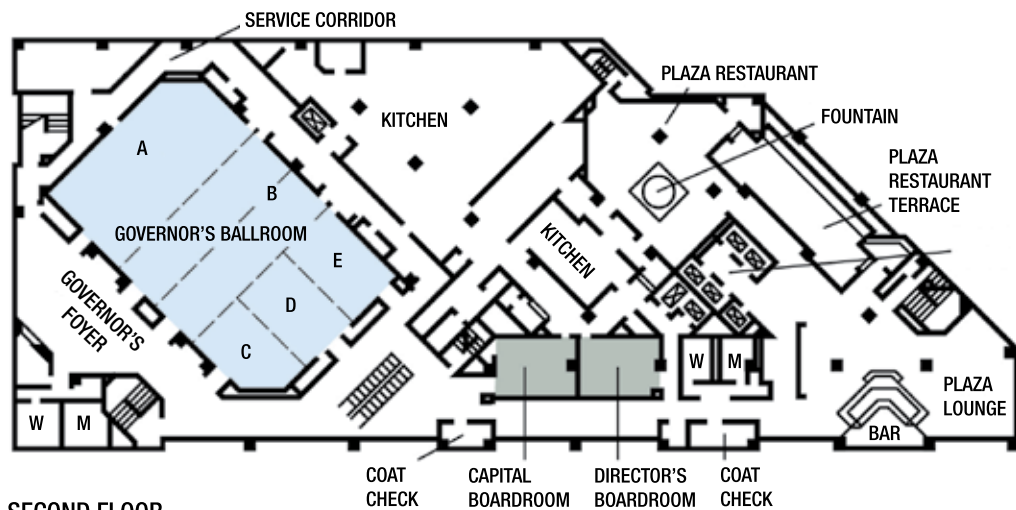
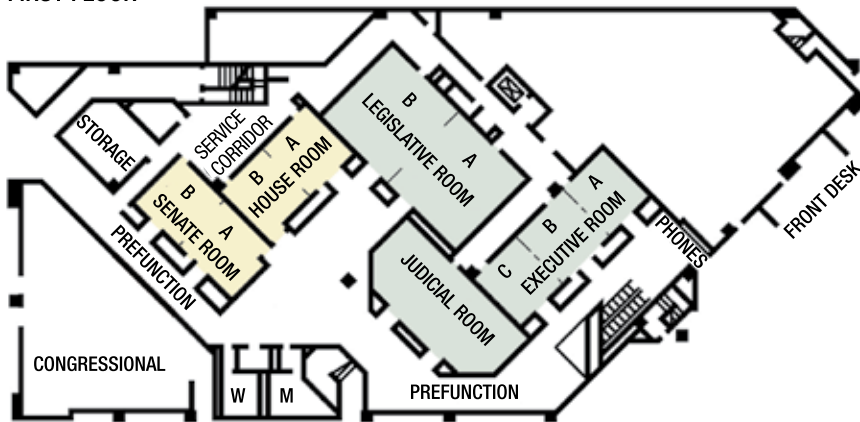
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