

A photograph of the interior of a large, ornate dome, likely the Rotunda at the University of Virginia. The dome is light-colored with a central circular skylight featuring a radial pattern. The architecture is classical, with decorative moldings and columns visible. The image is partially obscured by a blue horizontal bar at the bottom.

UNIVERSITY OF VIRGINIA

Venture Summit

THIRD ANNUAL MARCH 3-4, 2011



A WINDOW INTO THE FUTURE, THOMAS
JEFFERSON'S PLACEMENT OF THE
OCULUS IN THE FAMOUS ROTUNDA
DOME ROOM SYMBOLIZES THE
FORWARD-LOOKING NATURE OF THE
UNIVERSITY OF VIRGINIA.

Tom Skalak, Vice President for Research at the University of Virginia,
welcomes you to a very special event showcasing the creative
vision of our most innovative researchers and entrepreneurs.



Each year, venture capitalists and alumni from top investment firms
across the nation join innovative researchers, academics, and students
from the University. The UVa community has rapidly become a nationally
prominent generator of new technology-based ventures. Sharing views
with outside partners is essential to our collective efforts to encourage
innovation and to identify novel solutions for the marketplace.



Agenda

THURSDAY, MARCH 3, 2011

ALL EVENTS UNLESS OTHERWISE INDICATED LOCATED ON THE UVA LAWN, OLD CABELL HALL

- 8:00 – 5:30 pm** **Check-In and Information Desk**
- 9:00 – 9:05 am** **Welcome: Morning Session**
Tom Skalak, Vice President for Research
- 9:05 – 9:30 am** **“Enhancing Virginia’s Role as an Innovation Partner”**
Jim Duffey, Secretary of Technology, Commonwealth of Virginia
- 9:30 – 10:30 am** **Panel Discussion: “Linking Venture with Innovation and Policy”**
Mark Crowell, Executive Director & Associate Vice President for Innovation Partnerships and Commercialization, UVA – Moderator
Jeff Anderson, Virginia Economic Development Partnership
Michael Gurau, Clear Venture Partners and
Kiren Kumar, Singapore Economic Development Board
- 10:35 – 11:00 am** **Batten Briefing: Venture Capital’s ‘Sputnik Moment’**
Sean D. Carr, Batten Institute, Darden School of Business
- 11:00 – 12:45 pm** **Lunch – available for all registered participants**
Harrison Small Collections Library
- 1:00 – 1:05 pm** **Welcome: Afternoon Session**
Tom Skalak, Vice President for Research
- 1:05 – 1:55 pm** **A Conversation on “Is Sustainability a Viable VC Opportunity?”**
Stephan Dolezalek, VantagePoint Venture Partners
Ted Dintersmith, Charles River Ventures
- 2:00 – 2:50 pm** **A Conversation on “The Rise of Social Media”**
Tobias Dengel, Willow Tree Apps, Moderator
Doug Garland, former Vice President at Google and Yahoo
Gail Horwood, VP, Digital Strategy & E-Commerce – Johnson & Johnson

- 3:00 – 3:40 pm** **UVa Thought-Leaders**
“Water: Commercial Relevance and Social Responsibility”
David Smith, Environmental Science & **Mark White**, Commerce
“The Next \$100B Bio-Economy: Therapeutic Antibodies”
John Herr, Cell Biology
- 3:45 – 5:15 pm** **Venture Panel Discussion**
“Venture Capital, Innovation, and Social Good: Creating Knowledge Security”
Tom Meredith, Meritage Capital, former CFO Motorola and Dell
Harry Weller, NEA
Carl Showalter, Opus Capital
Gerry Brunk, Lumira Capital
- 5:30 – 7:00 pm** **Venture Summit Reception**
Invitation Only – UVa Art Museum
- 7:00 – 9:00 pm** **Individual School’s Dinners**
Invitation Only – President’s House, Carr’s Hill

FRIDAY, MARCH 4, 2011

LOCATION: DARDEN SCHOOL OF BUSINESS, ROOM 50

- 8:00 – 9:00 am** **Continental Breakfast**
- 9:00 – 11:45 am** **UVa Entrepreneur Interactive Showcase**
- 9:00 – 9:10 am** **Welcome: Tom Skalak and Philippe Sommer, Director, Center for Entrepreneurial Leadership**
Judging Panel: **Sean Stalfort**, PBM Capital Group
Adair Newhall, Domain Associates
Cody Nystrom, SJF Ventures
Renard Charity, Fletcher Spaght
- 9:10 – 11:25 am** **Pitches by Alumni and Faculty Start-ups:**
BioBehavioral Diagnostics
Columbia Power Technologies
TRUE linkswear
ZyGEM/Microlab Diagnostics
HemoSonics
Ozmosis
- 11:25 – 11:45 pm** **Rapid Fire Pitches by Early Stage Ventures**
- Additional information on our website:* http://www.virginia.edu/vpr/venture_summit.html
Cheryl Wagner cheryl-vpr@virginia.edu / 434.243.1100
Wireless access available – See registration desk

Speaker Biographies



Jeffrey M. Anderson

PRESIDENT AND CHIEF EXECUTIVE OFFICER, VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP, RICHMOND, VIRGINIA

As President and Chief Executive Officer of the Commonwealth of Virginia's economic development marketing organization, Mr. Anderson manages a staff of 99 and oversees an annual operating budget of \$20 million. VEDP identifies and markets to companies worldwide seeking to expand or relocate business facilities. VEDP works with the regional and local economic development organizations to target specific markets to leverage local and regional assets. In addition, it promotes the export of Virginia products and services through its International Trade Division. In 2009, the organization participated in the announcement of more than 17,800 new jobs for Virginians and \$3.3 billion in new capital investment. Marquee announcements for 2009 included AREVA Newport News, Hilton, and SAIC. In addition, in 2009, VEDP was named the #1 economic development organization in the U.S. by Site Selection magazine. Prior to joining VEDP, Mr. Anderson spent 23 years with KPMG/BearingPoint. He retired from BearingPoint in 2005, having been Executive Vice President for Global Financial Services and Global Integration.



Gerry Brunk

MANAGING DIRECTOR, LUMIRA CAPITAL

Gerry Brunk is a Managing Director at Lumira Capital, a life sciences venture capital firm founded in 1989 with offices in the U.S. and Canada.

Before joining Lumira Capital in 2002 to establish the firm's Cambridge, Massachusetts office Gerry was an entrepreneur, founding and serving in a variety of management and board capacities at several venture capital-funded health care companies. Earlier in his career he was a principal in the health care practice of The Boston Consulting Group, where he advised pharmaceutical firms on strategic issues involving portfolio management, R&D productivity, new product introductions, acquisitions and post-

merger integration. Gerry began his career as a member of the investment banking group of Credit Suisse First Boston in New York where his clients included public and private health care companies. Gerry holds an M.B.A. from Stanford University Graduate School of Business and a B.A. from the University of Virginia, where he studied biology and economics.



Sean D. Carr

DIRECTOR, INTELLECTUAL CAPITAL, BATTEN INSTITUTE

Sean D. Carr is a Lecturer at the University of Virginia's Darden School of Business and the Director of Intellectual Capital at the Batten Institute, an academic research center that fosters thought leadership in entrepreneurship and innovation. His applied research has contributed to the development of award-winning books, articles, case studies, digital media, and numerous teaching materials. His work has been cited by the *New York Times*, the *Wall Street Journal*, the *Financial Times*, *Newsweek*, NPR and CNBC. Sean is also the co-author of *The Panic of 1907: Lessons Learned from the Market's Perfect Storm* (Wiley, 2007), with Robert F. Bruner. Prior to his academic career, Sean spent nearly ten years

as a journalist, having served as a producer for both *CNN* and *ABC News' World News Tonight with Peter Jennings*. He was also involved in corporate strategy initiatives with the Corporation for Public Broadcasting and Omnicom Group, a global marketing and corporate communications company. He earned an M.B.A. from the University of Virginia, an M.S. from Columbia University, and a B.A. from Northwestern University. He may be reached at carrs@virginia.edu.



Renard Charity

FLETCHER SPAGHT VENTURES

Prior to joining Fletcher Spaght Ventures, Renard served as Boston Scientific's head of corporate strategy group and in marketing roles. He also worked at the Boston Consulting Group in the Healthcare practice and at Morgan Stanley in Merger and Acquisitions. Renard also helped General Electric do its first IPO spinout as Chief Marketing Officer of the largest division of the newly formed company, Genworth.

Renard holds an MBA from Stanford's Graduate School of Business and an AB from Princeton University. Renard is a Board member of HistoSonics and the Visiting Nurses Association of Boston. He has also

served on the Boards of the Virginia Museum of Fine Arts, Venture Richmond and St. Christopher's School.



W. Mark Crowell

EXECUTIVE DIRECTOR AND ASSOCIATE VICE PRESIDENT FOR INNOVATION PARTNERSHIPS AND COMMERCIALIZATION

W. Mark Crowell is the University of Virginia's first Executive Director and Associate Vice President for Innovation Partnerships and Commercialization. Crowell joined U.Va. after serving as Vice President for Business Development at the Scripps Research Institute in La Jolla, Calif., and Jupiter, Fla. Mark has extensive experience in technology licensing, start-up company formation, seed capital development, innovation-based economic development initiatives and planning, and research campus planning. Prior to joining Scripps in early 2009, Mark spent almost 9 years as Associate Vice Chancellor for Economic Development and Technology Transfer at UNC, after holding similar positions at North Carolina State University (1992-2000) and Duke University (1987-1992). During his 22 years in Research Triangle Park, the technology transfer programs Mark has directed – UNC, NC State, and Duke – have helped to launch more than 135 start-up companies and numerous products and services. Mark was the 2005 President of the Association of University Technology Managers (AUTM) and currently serves as Co-Chair of BIO's Technology Transfer Committee.



Tobias Dengel

CEO OF WILLOWTREE APPS, INC.

Tobias Dengel is the CEO of WillowTree Apps, Inc., a leader in mobile application development across all major platforms. WillowTree's clients include Johnson & Johnson, Crutchfield, UVA, The Game Show Network, Monticello, the band Phish and Senator Harry Reid. Tobias is also the Founder of RentalSpot.com, an online vacation home rental website.

Previously, Tobias co-founded Leads.com. As President of the company, he managed its rapid expansion as an early pioneer in packaging online search products, including Google, Yahoo!, MSN and AOL, together for sale to small businesses. After growing to over 60 employees in 2 years, Leads.com was sold to Web.com, where Tobias continued to work in an executive role until 2009.

Prior to starting Leads.com, he was SVP & General Manager of AOL Local & Yellow Pages. Tobias began his career as an Analyst at the management consulting firm AT Kearney. He holds a BSE in Finance (Wharton) and a BSE in Systems Engineering, both from the University of Pennsylvania.



Ted Dintersmith

PARTNER, CHARLES RIVER VENTURES

Ted Dintersmith is a partner with Charles River Ventures, a leading early-stage venture capital firm based in Waltham, MA, and Menlo Park, CA. Ted has twenty-three years of venture experience, focusing on software, information services, direct and web-based marketing, and publishing companies. He has been an early, active investor in numerous successful start-ups including ten that went public and seventeen profitable acquisitions. From 2002-2006, Ted served on the Board of Directors for the National Venture Capital Association, chairing its Public Policy Committee, and

spearheading the organization's National Competitiveness Initiative. Independent industry analysts ranked Ted as the top-performing venture capitalist in the United States for the 1995-99 period. He has been a frequent speaker at conferences on venture capital, innovation, and entrepreneurship.

Earlier in his career, Ted was general manager of the Digital Signal Processing Division of Analog Devices, which he directed from the start-up phase to a leading position in a rapidly-growing sector of the semiconductor industry. His work experience includes two years as a Congressional staff assistant, where he contributed to science and technology policy.

Ted earned an M.S. in Applied Physics, and a Ph.D. in Engineering from Stanford University, concentrating on decision analysis and optimization theory. His undergraduate degree is from the College of William and Mary, where he graduated Phi Beta Kappa with High Honors in Physics and English and received the Lord Botetourt Award for the graduating senior achieving the highest academic distinction.

Speaker Biographies



Stephan Dolezalek

MANAGING DIRECTOR AND CLEANTECH GROUP LEADER,
VANTAGEPOINT VENTURE PARTNERS

Stephan has spent more than 25 years in Silicon Valley working exclusively with technology-driven companies. He joined VantagePoint in 1999, crafted VantagePoint's CleanTech platform in 2002 and has led the CleanTech Group since its inception. He is an active participant in numerous CleanTech advisory groups, including the American Council on Renewable Energy (ACORE) Leadership Council, the Center for American Progress (CAP) Clean Tech Council, the California

Energy Commission Public Interest Energy Research (PIER) Program Advisory Board, and the University of Texas Energy Management and Innovation Center Advisory Board.

At VantagePoint, Stephan previously served as head or co-head of the Firm's Software and Life Sciences Groups. Prior to joining VantagePoint, Stephan was a senior partner with Brobeck, Phleger & Harrison acting as Managing Partner of that Firm's Palo Alto Office, Head of the Business and Technology Group and Chairman of the Life Sciences Group. He is a graduate of the School of Architecture at the University of Virginia (BCP) and the University of Virginia School of Law (JD) and he serves on the board of the University of Virginia School of Architecture Foundation.



Jim Duffey

SECRETARY OF TECHNOLOGY

James D. Duffey, Jr. is President & CEO of Duff Consulting. Prior to starting his own consulting firm, Mr. Duffey spent 24 years at Electronic Data Systems Corporation (EDS) from 1983 to 2007, where he held many different positions in the U.S. and Europe. He was vice president and general manager of Global Supply Chain Management, where he managed a spending budget of \$9 billion and was responsible for all of EDS' interaction with third party vendors and suppliers. He was also vice president and general manager, public sector, for three years, responsible for all of EDS' state and local, federal, civilian,

military and Medicare client relationships. With over 6,000 employees, Mr. Duffey managed 15 direct reports and a P&L of \$2 billion. Mr. Duffey also spent 12 years in Europe leading the EDS Iberian and Italian strategic business units (SBU). He oversaw a tenfold increase in revenue growth for the Iberian SBU and grew the Italian SBU into EDS' second largest European business unit. Mr. Duffey is fluent in Spanish, and he presided over the signing of Petrogal, Portugal's largest outsourcing contract. Prior to the establishment of separate business units, he served as country manager for Spain and Portugal for two years. Additionally, Mr. Duffey was responsible for the Iberian business unit that signed the first third party outsourcing contract in the Spanish insurance industry. Mr. Duffey's team also designed, implemented, and operated the results system for the 1992 Olympic Games in Barcelona.

He founded one of EDS' primary disaster recovery sites for EMEA, and finalized the largest outsourcing contract in the history of the Italian banking industry in 1998. From 2007 to 2008, Mr. Duffey was vice president and general manager, public sector, at Dell, Inc. In this capacity, Mr. Duffey was responsible for all hardware sales in Dell's public sector, which included all sales in the federal, state and local, education and healthcare markets in the U.S. and Canada. The public sector had some 1,000 employees and generated approximately \$10 billion in revenue.

Mr. Duffey has been very active in the Northern Virginia business and technology community. He served as Vice Chair of the Northern Virginia Technology Council (NVTC) from 2006 to 2009 and is presently an NVTC Board member. He also serves on the Board of Trustees of the George Mason University Foundation and the Executive Committee of the Kidney Foundation. He previously served on the Board of Directors of the Wolf Trap Foundation for the Performing Arts, AFCEA International, ITAA-Public Sector (TechAmerica), and the Hoop Dreams Scholarship fund. In 2008, Mr. Duffey was chairman of the Kidney Ball Executive Committee.

Mr. Duffey earned his Juris Doctor degree at New England School of Law, Boston, Mass., after attending the University of Virginia, where he received a bachelor's degree in political science.



Doug Garland

FORMER VICE PRESIDENT OF PRODUCT MANAGEMENT AT GOOGLE

Doug Garland has extensive experience leading the development and growth of broadband and mobile services and creating significant new businesses. Most recently, he was a Vice President of Product Management at Google, where he led the development of mobile and local ads products, as well as a number of syndication offerings. Prior to joining Google, Doug was an Executive in Residence at the venture capital firm of Kleiner, Perkins, Caufield & Byers, where he helped energize the firm's mobile initiative. Earlier, he was a Senior Vice President at Yahoo!, where he led the launch of the broadband access business and the resurgence of the company's mobile efforts. He also held executive positions with Excite@Home and leading wireless companies, playing a key role in the launch of Sprint PCS and the development of digital cellular while at PaTel/AirTouch. Doug began his career as a communications network engineer and served as an officer in the U.S. Air Force. He holds an MBA from Stanford University, where he participated in the Public Management Program, including a brief stint as a visiting policy fellow at the FCC. He also holds a BS with distinction and ME in Systems Engineering from the University of Virginia, where he currently is a trustee of the School of Engineering and Applied Science.



Michael Gurau

MANAGING GENERAL PARTNER OF CLEAR VENTURE PARTNERS

Michael Gurau is Managing General Partner of Clear Venture Partners, a venture capital fund-information seeking to raise \$50-75M to support early stage growth opportunities in New England and mid-Atlantic. Since 2001, Michael Gurau has served as President of CEI Community Ventures (CCVI), a \$10M venture capital based in Maine and serving northern New England; CCVI is fully invested and is now in "harvest" mode. CCVI is one of only six New Market Venture Capital (NMVC) funds authorized and co-funded by the SBA to provide equity capital to targeted geographies. Operating in New Hampshire, Maine and Vermont, CCVI has invested in nine companies, of which two remain active. Michael presently projects returns projected in the fund's original prospectus.

Michael's background includes fourteen years of venture capital and four years of startup operations experience. Immediately prior to CCVI, Michael was a General Partner of Nesbic CTe Fund, a €260M early stage technology venture capital fund based in the Netherlands (Europe). Before that, Michael worked in product management, marketing and strategy at Silknet Software (now Kana Communications), an internet software development company. Michael came to Silknet after two years as General Manager of Living Balance, a direct mail and eCommerce startup that was a subsidiary of Oxford Health Plans. Prior to Living Balance, Michael spent seven years with an international venture capital fund, Advent International, in its London and Boston offices.

Related to his venture capital interests, Michael has been active in developing regional innovation clusters (RICs) in the northeast. RICs are a priority for the Obama Administration with multi-agency engagement (SBA, EDA, USDA, DoL, DoE) and RIC-integration with the Administration's innovation and small business agenda. Michael's work in this realm – including more than a dozen articles he's authored on RICs – can be found at www.clearinnovationpartners.com. During 2010, Michael led or co-led three RIC grant applications to EDA and SBA related to his LINK (Leveraging Innovation, Networks and Knowledge) program for public-private, bottom-up innovation. Michael earned his BS Finance from Babson College and his MBA from the University of Virginia's Darden School.

Speaker Biographies



Dr. John Herr
PROFESSOR, CELL BIOLOGY UVA

Dr. Herr is a cell and developmental biologist with an interest in reproductive biology, contraceptive development, and cancer biomarkers. His laboratory at the University of Virginia Medical School works on the proteomics and genomics of spermiogenesis and oogenesis. Dr. Herr is an active inventor having named more than 35 genes in the human genome and applied for patents on their use as diagnostic or therapeutic targets. In addition to basic science studies his laboratory conducts translational science with the intent of moving discoveries into products. Based on identification of a soluble testis specific biomarker, SP-10, found in the sperm acrosome, his laboratory developed the first FDA approved point-of-care immunodiagnostic tests for detecting male infertility and low numbers of sperm, SpermCheck® Fertility and SpermCheck® Vasectomy. The former test is useful in helping couples identify male factor infertility in the privacy of the home while the second product is useful in monitoring declines in sperm count after vasectomy or in men using male contraceptives. He is CEO of a start-up, ContraVac Inc, spun out of the University of Virginia Patent Foundation to commercialize SpermCheck technology. Dr. Herr founded and directs the University of Virginia Lymphocyte Culture Center where monoclonal antibodies are developed of investigators in academia and industry. For the past 13 years Dr. Herr has been a member of the Board of Directors of the University of Virginia Patents Foundation. Dr. Herr attended Grinnell College and Stanford University as an undergraduate, received his PhD from the University of Iowa in 1978 and was a postdoctoral fellow at the University of Washington from '78-'81. Dr Herr has been at Virginia since '81 where he is Professor of Cell Biology, Professor of Urology, Professor of Biomedical Engineering.



Gail Glickman Horwood
VP, DIGITAL STRATEGY & E-COMMERCE

Gail Glickman Horwood leads digital strategy for the Johnson & Johnson consumer group. In this role she sets digital priorities, develops digital marketing competencies worldwide, directs e-commerce strategy and oversees digital analytics and insights.

Prior to joining Johnson & Johnson, Gail was Executive Vice President, Digital Programming and Strategy at Martha Stewart Living Omnimedia where she was responsible for the strategic vision and execution of all digital products, properties and platforms.. Prior to joining Martha Stewart, she served as Executive Director of InStyle.com; Executive Director, Creative Development of Time Inc. Interactive; Vice President, Global Content, Zagat Survey; and Editor-in-Chief of the award-winning website Epicurious.

Gail holds a Bachelor of Arts Degree from Colby College and is currently Adjunct Professor of Multi-Platform Publishing at New York University.



Kiren Kumar
REGIONAL DIRECTOR, EASTERN AMERICAS, GLOBAL OPERATIONS,
SINGAPORE ECONOMIC DEVELOPMENT BOARD (EDB)

Kiren assumed the position of Regional Director (Eastern Americas) for the Singapore EDB in June 2009 (based in New York City). Prior to this assignment, Kiren had been the Centre Director (based in Stockholm, Sweden) of the Singapore EDB, since 2006. He oversaw the Nordics (Sweden, Finland, Denmark, Norway, Iceland) & Russian catchments where he worked with various Multi-National Corporations & fast growing companies to explore opportunities in the APAC region. Kiren joined the Singapore EDB in 2001 and had covered various portfolios including Investment & Economic Policy

formulation, Industry Development in the Info-Comms Technologies, Electronics and Precision Engineering clusters. He had also been assisting Singapore based companies to internationalise their businesses while he was seconded to the International Enterprise Singapore in 2004-2005. Kiren is a Singapore EDB Scholar and has a Bachelors of Engineering Degree (Mechanical & Industrial Engineering) from the University of Illinois at Urbana-Champaign (USA). He also holds a Masters in Management Science (Finance, Strategy, Venture Capital) from Stanford University (California, USA).



Thomas J. Meredith
GENERAL PARTNER OF MERITAGE CAPITAL, L.P.

Tom is a co-founder and general partner of Meritage Capital, L.P., an investment management firm specializing in multi-manager hedge funds. He is also chief executive officer of MFI Capital, the Meredith family's private investment arm. He has served as Acting Executive Vice President and Chief Financial Officer of Motorola, Inc., and he was managing director of Dell Ventures and senior vice president of business development and strategy of Dell Inc., from 2000 to 2001, and senior vice president and chief financial officer of Dell from 1992 to 2000. Prior to joining Dell, Mr. Meredith served as a vice president and treasurer at Sun Microsystems, Inc. He currently serves on the board of directors of Motorola Mobility, Bazaarvoice and Brightstar Corp.

Tom is a member of the board of directors of The Nature Conservancy. In addition, Tom and his wife Lynn have received numerous accolades and awards for their generous support throughout the years including the 2010 Austin Community Foundation Philanthropy Award, for donors who have shown philanthropic leadership in Central Texas; the Torch of Liberty Award given by the Anti-Defamation League in 2006; Outstanding Philanthropist of the Year given by the Association of Professional Fundraisers in 2004; and an Honorary Alumni Award given by Leadership Austin in 2003.

Tom is an adjunct professor at the McCombs School of Business at The University of Texas and serves on the advisory boards of both the Wharton School at the University of Pennsylvania and the LBJ School at the University of Texas.



Adair J. Newhall
ASSOCIATE, DOMAIN ASSOCIATES

Newhall joined Domain in 2009. Prior to Domain, Mr. Newhall worked for two Domain portfolio companies: Esprit Pharma and ESP Pharma. At Esprit Pharma, Newhall worked in the corporate development group and assisted with multiple product acquisitions and Esprit Pharma's subsequent sale to Allergan, Inc. for \$370M. At ESP Pharma, he was involved in the company's Leadership Program and worked in a variety of positions including sales, finance, and marketing. During this time, he worked on a product acquisition and a pharmaceutical launch before the company was sold to Protein

Design Labs for \$514M. He also worked at Thomas Weisel Partners as an analyst in the Semiconductor and Healthcare teams. Currently, Newhall is a member of the Young Leaders Council of the Lance Armstrong Foundation and is a co-founder of the UVA Venture Summit.

Newhall earned an M.B.A. from the Darden School of Business at the University of Virginia and a B.A. from the University of Pennsylvania.



Cody Nystrom
SENIOR ASSOCIATE, SJF VENTURES

Cody Nystrom is a Senior Associate at SJF Ventures, a venture capital fund with \$45 MM under management that provides expansion capital to high growth, positive impact companies within the fields of cleantech and technology-enhanced business services. She also works with SJF's allied non-profit, SJF Institute, to provide resources to entrepreneurs working to grow sustainable businesses. As a member of the SJF investment team, Cody actively sources new opportunities, assesses investments and manages portfolio companies. Cody serves as board observer for SJF portfolio company,

CleanScapes, a Seattle-based recycling, organics and waste services provider as well as Community Energy, Inc., a Philadelphia-based utility scale renewable energy developer and REC marketer. She joined SJF in their Durham, North Carolina office in 2007.

Cody helped found and co-leads the Raleigh-Durham CleanLinks Network, a cleantech business networking group with over 700 members. Additionally, Cody has served or continues to serve on selection or advisory committees for Investors Circle, SVCI, USC Fuel Cell Challenge, Dominion Resources GreenTech Incubator and the T-100 mentoring group at University of Virginia. In addition to her interest and involvement in clean energy, she has a strong passion for nutrition and sustainable food systems.

Cody was previously with Ewing Bemiss & Co., a middle-market investment bank based in Richmond, Virginia where she focused on renewable energy M&A transactions with specific experience involving landfill gas and waste-to-energy companies. Cody graduated with highest distinction from University of Virginia with a BS in Systems and Information Engineering and minor in Business.

Speaker Biographies



Carl Showalter
FOUNDING PARTNER, OPUS CAPITAL

As a Founding Partner, Showalter focuses on Internet and data communications startups. He brings more than 12 years of operating experience to Opus.

Previously, Showalter was a General Partner with Lightspeed Venture Partners. He also served as Vice President of Marketing at Juniper Networks where he built and led a global marketing and product management organization. Prior to Juniper, Showalter was Vice President of Dial and Broadband Services for UUNET, overseeing the 300-person, \$1B revenue division.

He also held various sales and management positions at ANS, an AOL company, where he helped build AOL's modem access network and then helped launch hardware-based firewalls and IP VPNs in the mid 1990's. He began his career at Bellcore, focusing on network security and data service delivery, and performing logical and physical attacks on phone company infrastructure, helping them fix these vulnerabilities.

Showalter holds a B.S. in Systems Engineering from the University of Virginia and an M.S. in Engineering-Economic Systems from Stanford University.



Thomas C. Skalak
VICE PRESIDENT FOR RESEARCH, UVA

Thomas C. Skalak is Vice President for Research and Professor of Biomedical Engineering at the University of Virginia. He served as Chair of the Department of Biomedical Engineering at UVA from 2001-2008. He received the B.E.S. in Bioengineering from The Johns Hopkins University in 1979 and the Ph.D. in Bioengineering from U.C.S.D. in 1984. Dr. Skalak is President of the American Institute of Medical and Biological Engineering (AIMBE), which represents over 50,000 professionals, and a past-President of the Biomedical Engineering Society (BMES). He has served as reviewer for NIH, NSF,

Howard Hughes Medical Institute, Science Foundation Ireland, IIE Whitaker International Fellows Program, and more than 30 scientific journals. Tom currently directs the UVA-Coulter Foundation Translational Research Partnership and a co-managed fund with Johnson & Johnson that link faculty and students in engineering, bioscience, and business with the aim of delivering new products to clinical use and commercialization. As Vice President for Research at UVA, Tom is responsible for the integration and enhancement of scholarship, research, and commercialization activities across UVA's eleven schools, multiple research centers, and external partners. He is leading university-wide strategic programs, including multidisciplinary groups in environmental sustainability, innovation, and systems bioscience. He led the launch of the university-wide OpenGrounds initiative, designed to create places and programs that inspire creative innovation at the intersection of technology, science, the arts, and humanities; the Science & Art Project, bringing 300 faculty and community members together for cross-boundary collaborations; the UVA Venture Summit, which brings over \$10 billion in active venture capital to UVA each year to discuss windows on the future of emerging fields; and the UVA Bay Game, an interactive computer simulation game that predicts behaviors of the nation's largest estuary and watershed in relation to the human communities, agricultural and fisheries practices, and land development policies that surround it. The university's goal is to integrate the unique resources of a comprehensive research and learning organization to explore, discover, and invent, bringing diverse talents and approaches to bear on major societal problems and producing innovation that drives the creative economy.



David Smith
PROFESSOR, ENVIRONMENTAL SCIENCE, UVA

Dr. Smith is Professor of Environmental Sciences, where he also serves as Associate Chair of the Department. His academic interests focus on the coastal and marine ecology, particularly of the Mainland marsh, coastal Lagoon-barrier Island complex characteristic of Virginia's Eastern Shore. Professor Smith is also very interested in the nexus of scientific information with policy development. Professor Smith teaches several classes at UVA including two study abroad classes that deal with marine ecology and conservation in Belize and the Bahamas. Prior to coming to UVA, Dr. Smith served

as US Senate staff during the early 1980s. Dr. Smith received his BS degree in Biology from the College of William and Mary and his Ph.D. degree from Texas A&M University in Oceanography.



Sean Stalfort
PARTNER, PBM CAPITAL GROUP

Mr. Stalfort has worked in and founded various finance, entrepreneurial, real estate and private equity investment firms including CS First Boston (Associate, fixed income sales and trading), Greenwich Capital Markets (Vice President, asset backed and mortgage structured finance), Koch Financial (founding partner, specialty finance), Benevolent Capital (founding partner, private equity for small growth companies), Octagon Capital (founding partner, rehabilitation of unique/historic buildings in college towns), and PBM Capital (founding partner, create revolutionary companies with innovative products or unique science that can change the world and improve the quality of people's lives). Mr. Stalfort has also started several non-profit organizations, including Minds Matter (mentoring high-achieving, low-income high school students) and Upcycle Foundation (delivers upcycled humanitarian products to those in need).

Mr. Stalfort graduated from Brown University (B.A., Business Economics, Political Science, 1991).



Harry Weller
GENERAL PARTNER, NEA

Harry joined NEA in 2002. He focuses on technology and renewable energy investments, as well as NEA's activities in China. Harry's past investments include Echo Global (NASDAQ: ECHO), Riverbed Technologies (acquired by Aether Systems), SourceFire (NASDAQ: FIRE), Vonage (NYSE: VG) and webMethods (NASDAQ: WEBM, acquired by Software AG).

Prior to joining NEA, Harry was a Partner at FBR Technology Venture Partners. Early in his career, Harry managed technology initiatives in the energy, financial and telecommunications industries with the Boston Consulting Group and Deloitte & Touche Systems Consulting. Prior to his business career, Harry served as an officer in the U.S. Navy. Harry received his MBA from Harvard Business School and his bachelor's degree in Physics from Duke University.

Harry serves on the board of the Mid-Atlantic Venture Association (MAVA), is a past Chairman of MAVA Capital Connection, and co-founded the Young Mid-Atlantic Venture Association (YAVA). Network Magazine named Harry one of the "50 Most Powerful People in Networking", Washingtonian Magazine named him one of the region's "Titans of Technology", and he has been honored numerous times in Forbes magazine's "Midas List".



Mark White
ASSOCIATE PROFESSOR, COMMERCE, UVA

Mark White is an associate professor at the University of Virginia's McIntire School of Commerce, where he teaches courses in corporate finance and sustainable business practices. Professor White is currently engaged in several multidisciplinary research projects, including efforts to model the environmental and financial impacts of algae biofuel production and the UVA Bay Game, an interactive simulation of the Chesapeake Bay watershed. He holds degrees in Biology, Ecology, Business Administration and Finance.



BIOBEHAVIORAL DIAGNOSTICS

BioBehavioral Diagnostics Company manufactures and markets the Quotient® ADHD System, a tool that aids in the objective and accurate assessment of Attention Deficit Hyperactivity Disorder symptoms, including inattention, impulsivity and hyperactivity. The company markets its system to pediatric neurologists, child psychiatrists and pediatricians, performing over 10,000 tests last year. <http://www.biobdx.com/>



COLUMBIA POWER TECHNOLOGIES

Columbia Power, with offices in Charlottesville and Corvallis, OR, is developing a device that converts the energy in ocean waves into electricity at competitive rates. Columbia's wave energy converter will be sold to utilities and project developers worldwide. Our initial target market is Europe, where commercial units are being delivered today, and market estimates exceed \$7 billion by 2020. Columbia's most recent achievement was the deployment of an intermediate scale device in a sea trial. See www.snipurl.com/colpwr-psd.



HEMOSONICS

HemoSonics is a medical device company founded to develop and bring to market innovative diagnostics to assess and guide the rapid treatment of bleeding and clotting. Our first product, aimed at critically ill patients in surgical, trauma, and intensive care settings, is an in vitro diagnostic device using a consumable test cartridge. Follow on products will extend our reach into the central lab and primary care markets.



OZMOSIS

Ozmosis, Inc. provides a cloud based enterprise collaboration and knowledge management platform to the healthcare industry. Sitting at the intersection between traditional enterprise content management, social business software and clinical content solutions, Ozmosis solves the unique information management and communication challenges faced by hospital systems and life science firms. Current clients utilize OzmosisESP to empower their users to access and share clinical information online, making it easier to coordinate care, develop clinical content, accelerate research and enable timely access to knowledge and experts spread across the organization.



TRUE LINKSWEAR

TRUE linkswear is a company of passionate golfers who, through hard work and countless iterations, created a groundbreaking minimalist golf shoe that allows the golfer to truly feel the course.

We believe that traditional golf shoes that try to "nail you to the ground" are severely over engineered with features that actually put you in a position to fail every time you swing a club. We want to change the way millions of golfers enjoy the game by giving them products that work naturally with their bodies and provide true technological benefits. No unnecessary features, added weight, false claims, or empty promises. Just the closest thing to a barefoot golfing experience as possible.



ZYGEM/MICROLAB DIAGNOSTICS

ZyGEM Corp and its MicroLab Diagnostics subsidiary address growing markets in forensics and security (human identification), clinical diagnostics (infectious disease identification) and other major sectors (food safety and agriculture). Its "lab-on-a-chip" platform is a disruptive new solution for DNA extraction, amplification and diagnostic testing, providing "sample to answer" in less than 60 minutes.



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Venture Summit

FOR MORE INFORMATION, CONTACT:

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