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USASBE/SBI: Speaker Profiles

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Dr. Kimble Byrd, Professor of Management, Rowan University and Angel Investor

Dr. Kimble Byrd holds an A.B. from Villanova University and a J.D. from the University of Pennsylvania Law School. Professor Byrd has taught in the legal environment of business area, and business strategy and ethics, with special focus on entrepreneurial financing. He won the Innovation in Teaching as well as the Faculty of the Year awards in the College of Business.

Previously a faculty fellow at Princeton University, he served for five years as the Associate Dean of the College of Business Administration and for eight years co-directed the Harley Flack Male Mentoring Program. He has published in a number of journals, including the Journal of Management Research and the American Business Review.

Before joining Rowan, Professor Byrd was a partner in a commercial law firm in Washington, D.C. and served as a legal advisor with the U.S. Department of Commerce and as an adjunct professor at Howard University. Professor Byrd additionally provides venture and entrepreneurial consulting to businesses and industry trade groups.

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Pat Dickson, Professor of Strategic Management, Georgia Institute of Technology

Pat Dickson joined the faculty of DuPree College of Management at the Georgia Institute of Technology following a three year appointment at the University of Louisville. Prior to his academic career, Dickson spent fourteen years in the corporate world as both an entrepreneur and as a corporate officer in charge of marketing and franchising for a manufacturing, distribution and retailing company. Dickson's research encompasses the alliance experience of firms from ten countries ranging from Latin America to Asia. The results of his research have been published in the Academy of Management Journal and Journal of Business Venturing as well as having been presented in numerous international conferences. Dickson received his Ph.D. from the University of Alabama. His research interests focus on the formation, structure, and performance of strategic alliances of entrepreneurship-oriented firms.

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Harry A. George, Managing Partner, Solstice Capital

Harry A. George is a co-founder and Managing Partner of Solstice Capital. Solstice Capital currently has \$85 million of capital under management. Harry has more than 28 years experience is founding, operating, and investing in successful, rapid growth, technology-related companies. He has been a Director of a number of private and public companies and is currently a Director of CellzDirect, ImaRx Therapeutics, High Throughput Genomics, Regensis and Lumidigm. He is on the Technology Transfer Committee of the University of Arizona and has been on the screening panel of the annual Arizona Venture Capital Conference for the last 5 years. He received a Bachelor of Arts Degree from Bowdoin College.

[Back to top](#)**Sherry Hoskinson, Director of the Karl Eller Center/McGuire Entrepreneurship Program at the Eller College of Management, University of Arizona**

Sherry Hoskinson has worked with the University of Arizona's Karl Eller Center and McGuire Entrepreneurship Program since 1996. Within her role at the Karl Eller Center, she has worked to develop programs and initiatives including the Entrepreneurship Internship Programs; the Arizona Venture Forum, addressing critical issues facing Southern Arizona small business; The Arizona Venture Competition; Enterprise Magazine; The Rodel Social Entrepreneurship Initiative; the Associates in Entrepreneurship Programs; the Eller Faculty Scholars programs; the development of courses in entrepreneurship in non-business disciplines; the center's extensive technology transfer initiatives; and the Masters MIS Entrepreneurship Track. She currently serves on the executive board of the National Consortium of Entrepreneurship Centers, and is the Education Division Vice President for the United States Association for Small Business and Entrepreneurship (USASBE). The McGuire Entrepreneurship Program has been a top ranked national program since its inception, and was ranked #2 in the nation in 2004.

Sherry's background is in business development and management within academic institutions and in socially relevant initiatives including programs to promote self-sufficiency for persons with serious mental illness; community wellness; domestic violence prevention; rural health care models; and the Americorp programs.

[Back to top](#)**Robert Lusch, Head of Department of Marketing, Eller College of Management**

Robert F. Lusch is Professor of Marketing and Head of the Marketing Department at the Karl Eller College of Management at the University of Arizona. He previously served as Dean of the M. J. Neeley School of Business and Distinguished University Professor at Texas Christian University and as Dean of the Michael F. Price College of Business Administration and Helen Walton Robson Chair in Marketing Strategy at the University of Oklahoma. He received his Ph.D. from the University of Wisconsin. His expertise is in the area of marketing strategy and distribution systems. Professor Lusch has received numerous honors and recognitions including: Editor, Journal of Marketing, the Academy of Marketing Science Distinguished Marketing Educator Award, the Lybrands Bronze Medal for contributions to the accounting literature, the Harold Maynard Award for contributions to marketing theory and the Louis W. Stern Award for contributions to the marketing channels literature. Professor Lusch has served as Chairperson of the American Marketing Association, and trustee of the American Marketing Association Foundation. He has served on numerous corporate boards, has been active in consulting, and frequently teaches in executive education programs.

[Back to top](#)**Frances Merryman, Vice President, Northern Trust Bank**

Frances McL. Merryman is a Vice President and Trust New Business Officer in the Tucson Catalina Foothills Office of Northern Trust Bank, N.A. Frances holds a B.S. in Business Administration and a Master of Science in Finance from the University of Arizona. Both degrees were awarded with highest distinction. In 1988, Francie joined Citibank (Arizona) as Assistant Vice President and Commercial Loan Officer. Prior to joining Citibank, she was a partner in and the business manager of a commercial photography business in Tucson, Arizona.

Frances is a member of the Tucson Metropolitan Chamber of Commerce's Political Candidate Interview Committee; member of the Board of Friends of Western Art and chaired the 2001 Artist of the Year Dinner. Frances is also an Eller Center Associate. In 1999, Francie was inducted into the Entrepreneurship Hall of Fame of the Karl Eller Center and Berger Entrepreneurship Program - University of Arizona for Outstanding Achievement in Business Development - Corporate Institution. Frances has recently completed the requirements for the CFP® mark and is now a CERTIFIED FINANCIAL PLANNER® Certificant.

[Back to top](#)**Robert Morrison, Executive Director, Desert Angels**

Morrison has had a strong interest in entrepreneurship throughout his career. With degrees in electrical engineering, his early career was involved in all phases of technology business development including product design, marketing, and general corporate management. He founded Sunquest Information Systems which became the world's largest vendor of hospital laboratory information automation products. This Tucson-based company grew to over 800 local employees and its product offerings expanded to meet the data management requirements of hospital radiology and pharmacy departments before its acquisition by a British software conglomerate. Since leaving Sunquest, Mr. Morrison has consulted with emerging companies in all phases of their business development, and is now Executive Director of the Tucson Desert Angels, a group of local investors focused on early stage companies.

Mr. Morrison, a Tucson native, has a strong interest in his community and serves on the boards of numerous professional and civic organizations. These include the Bio 5 Institute (formerly the Institute for Biomedical Science and Biotechnology), Arizona Center for Innovation, Information Technology Association of Southern Arizona, and Arizona Theatre Company. In addition, he contributes his technical and management skills to Las Familias center for sexually abused children.

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Stephen P. Nichols, Associate Vice President for Research, University of Texas

Professor Steven Nichols serves as the Associate Vice President for Research at The University of Texas at Austin and as the Director of the Chair of Free Enterprise in the College of Engineering. Dr. Nichols is a professional engineer and licensed attorney. Dr. Nichols initially joined the Department of Mechanical Engineering in 1976 as an Assistant Professor. In 1978 he formed an engineering consulting firm and from 1978 until 1985, Dr. Nichols gained broad industrial experience in consulting for industrial concerns and other organizations such as Florida Power and Light, Smith Industries, Plastics Manufacturing Company, Iowa Power and Light, Electric Power Research Institute, and the U.S. Department of Energy. He earned his law degree in 1983 and has been involved in litigation involving product liability and intellectual property. Dr. Nichols rejoined the Department of Mechanical Engineering in September of 1985 where his research interests include topics in technology entrepreneurship, engineering design and manufacturing, internal combustion engines, and professional responsibility.

During the 2000-2001 Academic Year, Dr. Nichols coordinated an interdisciplinary (collaborative) design experience among students and faculty in Department of Mechanical Engineering and the Department of Electrical and Computer Engineering. He also organized an interdisciplinary capstone design experience between the Departments of Chemical Engineering and Mechanical Engineering and a cross-disciplinary course in entrepreneurship in cooperation with the College of Natural Sciences, the McCombs School of Business, the School of Law, and IC).

Dr. Nichols has served as the Director of the Center for Energy and Environmental Resources (formerly the Center for Energy Studies) and as Acting Director of the Center for Electromechanics.

Dr. Nichols received his Ph.D. in Mechanical engineering in 1975 and J.D. in Law in 1983.

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William J. Rossi, Clinical Professor of Entrepreneurship, University of Florida

William J. Rossi is Clinical Professor of Entrepreneurship, Associate Director of the Center for Entrepreneurship and Innovation (CEI) and Director of GatorNest in CEI. He began with CEI at the University of Florida in 2001. Mr. Rossi received a B.S. in Mechanical Engineering and in Industrial and Systems Engineering from Ohio University and an M.S. in Operations Research from the University of Massachusetts. Prior to joining CEI Mr. Rossi served in executive officer-level positions with several companies, both public and private. Senior level responsibilities have encompassed general management, financial, operations, sales, marketing, and engineering management. Mr. Rossi has been involved as a principal in several start-up and turn-around ventures.

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Terence Valeski, Chairman, Sonim Technologies

Mr. Valeski, 57, is currently CEO and Managing Director of Eurotel Praha, the Czech Republic's largest provider of wireless voice and data services (\$1.25 billion in revenue). In his role at Eurotel, Terry oversees overall operations and strategic directions of the company. In the tenure he has been with the company, he has doubled the EBITDA and net income, as well as increased the subscriber base to 3.4 million. Before joining Eurotel, Terry had been the Chief Marketing Officer for BT Wireless, as well as working in the capacity of Chief Operating Officer for a variety of BT Wireless' joint ventures. Prior to that, he served in many executive positions at Pacific Bell Mobile Services, Atari Corporation, Mattel Electronics, and Teledyne Waterpik. Terry also serves on the Advisory Board for Adventis (a telecom consultancy in Boston and London) and on Accenture's CEO Roundtable.

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Mark Weaver, Director, Center for Innovation & Entrepreneurship at Rowan University

Dr. K Mark Weaver, an expert in small business and entrepreneurship has been appointed to The William G. Rohrer Professorial Chair in Entrepreneurship. The Chair was established with a gift from the Rohrer Charitable Foundation in 1994 to the Rowan University Foundation.

Dr. Weaver earned his Ph.D. in Management from Louisiana State University. During his distinguished career he served as a visiting professor at colleges throughout the world and was a scholar and guest lecturer in more than 20 countries. Most recently he was a professor in the College of Commerce and Business Administration at the University of Alabama.

He authored many books and journal articles on entrepreneurship, business policy, and personnel. His research topics include international strategic alliances, Norwegian export practices, the development of African entrepreneurs, and international franchising.

Dr. Weaver remains active in numerous professional organizations including the Academy of Management and International Council for Small Business for which he served as president.

At Rowan, Dr. Weaver has developed entrepreneurial programs designed to benefit students, faculty, and the regional business community including the new Entrepreneurship Specialization, new Technology Entrepreneurship Certificate Program, and Entrepreneur Boot Camp.

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Phil Weilerstein, Executive Director, NCIIA

Phil Weilerstein is currently the Director of the National Collegiate Inventors and Innovators Alliance (NCIIA), a US based program designed to encourage and support the incorporation of innovation and entrepreneurship in higher education curriculum.

Mr. Weilerstein holds a B.S. in Environmental Microbiology from the University of Massachusetts at Amherst where as a graduate student he was a co-founder of EcoScience Corporation a publicly held biotechnology company focused on development of environmentally sound naturally occurring pest control products for agriculture and consumers. He has been a founding team member of a number of other ventures. In addition to his current role with the NCIIA, Mr. Weilerstein consults in the areas of strategic planning and quality management.

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