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& Innovators Alliance



SCHEDULE

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- AI2V 2: Urbana, IL - 9/9-12
- Southfield, MI - 9/28
- Kansas City, MO - 9/29
- St. Paul, MN - 10/6
- Fargo-Moorehead, MN - 10/12
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November 2, 2006

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Carl J. Schramm, President and CEO, Ewing Marion Kauffman Foundation

Carl J. Schramm is president and chief executive officer of the Ewing Marion Kauffman Foundation. Previously, Schramm was chairman of Greenspring Advisors, Inc., a Baltimore-based merchant banking firm. His clients included Ford, Johnson & Johnson, Diebold, Fortis, ESG Re, Allianz and Child Health Corporation of America. He co-founded HCIA, a health information technology company. In 1999 Schramm co-founded Patient Choice Healthcare, Inc., in Minneapolis, where he serves as vice chairman of the board. Patient Choice provides a new model of patient-directed health insurance to large employers.

Trained both as an economist and lawyer, Schramm began his career on the faculty of Johns Hopkins University and emerged as a respected thinker in health care finance, regulation, and insurance. He founded the Johns Hopkins Center for Health Care Finance and Management in 1980, the first such research center in the nation. While at Hopkins, he led the country's only post-doctoral training program in health finance, sponsored by the Robert Wood Johnson Foundation. In 1987, he chaired the

American Assembly on Health Care Costs and edited its volume, Health Care and Its Costs.

Schramm left the university to head the Health Insurance Association of America where many industry-wide innovations in health insurance were developed. He later became executive vice president of Fortis (now Assurant) and president of its health insurance operations. He developed several innovations at Fortis including transition coverage for recent college graduates. He has served as a board member of other U.S. and foreign insurance and reinsurance companies.

An active entrepreneur, Schramm was a cofounder of HCIA, Inc. and Patient Choice Health Care. He founded Greenspring Advisors, a consulting and merchant banking firm in the health information and risk management industries. Among the firm's clients were insurance and reinsurance companies including Blue Cross plans, industrial firms such as Ford and Johnson & Johnson, and venture capital funds.

Besides many leading academic journals, Schramm's work has appeared in Foreign Affairs, The Wall Street Journal and the New England Journal of Medicine. He is also the author of The Entrepreneurial Imperative (HarperCollins, Oct. 2006) and is working on a second book, Good Capitalism, Bad Capitalism (Yale 2007) with Will Baumol and Robert Litan. He is a contributing editor of Inc. magazine.

Schramm holds a bachelor's degree from LeMoyne College in Syracuse, N.Y., master's and Ph.D. degrees from the University of Wisconsin in Madison and a law degree from the Georgetown University Law Center in Washington, D.C. He has been a New York State Regents Graduate Fellow, a Ford Foundation Graduate Fellow and a Robert Wood Johnson Health Policy Fellow. In addition to his graduate fellowships, Schramm received two consecutive NIH Career Science Awards and was a Robert Wood Johnson Health Policy Fellow at the National Academy of Science, Institute of Medicine. He is a Batten Fellow at the Darden School of the University of Virginia, a Fellow of the New York Academy of Medicine, and a member of the Council on Foreign Relations. He received the George Eastman Medal from the University of Rochester in 2005. In 2006, he was elected a fellow of the Royal Society of Arts.

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Lawrence J. Aldrich, COO, The Critical Path Institute

Larry Aldrich is the Chief Operating Officer for The Critical Path Institute ("C-Path"), a non-profit medical research company that focuses on improving the drug/medical device development process at the U.S. FDA. C-Path was founded in 2004 by the FDA, the University of Arizona and SRI International. Prior to joining C-Path in early 2006, Aldrich was a General Partner in the Tucson and Phoenix (Tempe)-based venture capital fund, Valley Ventures III, LP (which focuses on early stage investing in high technology businesses in the Southwestern United States).

Prior to becoming a venture capitalist in early 2000, Aldrich was the president and CEO of Tucson Newspapers (1992-2000), responsible for all business aspects for the two daily newspapers in Tucson, Arizona, a \$100 + million operation employing more than 700 people.

Prior to that position, he was Assistant General Counsel for Gannett Co., Inc. (1983-1992) and Senior Trial Counsel for the Antitrust Division, U.S. Department of Justice (1977-1983). Aldrich has a law degree from Tulane Law School (1977) and a Civil Engineering degree from Georgia Tech (1974). He serves on a number of private sector boards, including UniSource Energy (NYSE-listed) and several private and non-profit companies, including C-Path and University Physicians Healthcare. He continues to be involved in local community issues and served as Chairman of the Greater Tucson Economic Council, Chairman of the Southern Arizona Leadership Council, member of the Executive Committee of the University of Arizona Foundation and Chairman of the UA College of Public Health Advisory Board. He also was an adjunct professor in the MIS Department at The Eller College in 1998 and 1999.

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Darryl Dobras, President, DBD Investments, Chairman, Desert Angels

Mr. Dobras is the President of DBD Investments, Inc. DBD investments is a privately held investment company, which has been operating in Arizona since 1975. The Dobras family owns the company.

In 1980 Mr. Dobras was one of the founders of Territorial Bank in Tucson, Arizona. In 1986 the bank was sold to Arizona Commerce Bank. Mr. Dobras subsequently acquired an interest in First National Bank of San Diego and was a member of the Board of Directors until the bank was sold in 1994.

From 1981 to 1986 Mr. Dobras provided vessels to the offshore oil industry in Southern California, Alaska and the Gulf of Mexico. The company was purchase by Tidewater Marine, Inc.

In 1986 Mr. Dobras was a co founder of Triad Oil and Gas Company based in Ohio. The company continues to operate out of Marietta, Ohio.

Mr. Dobras continues to be active in investing in start up companies through his company DBD Fund, LLC.

Mr. Dobras holds degrees from the following institutions: The Ohio State University, University of Arizona and Rice University.

Mr. Dobras moved to Tucson, Arizona in 1968 after serving on active duty with the US Army. He is

married to Mary Ann Stocker Dobras and they have three children and five grand children.

Mr. Dobras has always been active in the Tucson community through service on various boards and committees.

Current Organizations:

Tucson Airport Authority, Treasurer and chair of Arts Council and Audit Council.
Downtown Development Corporation, Board member
Arizona Commission on the Arts, Board member
Desert Angels, Chairman of the Board

Past service:

University of Arizona Foundation, past Chair of the Board
Tucson Museum of Art, past Chair of Board
Arizona Town Hall, past Research chair
Arizona State Liquor Board
Arizona Humanities Council
Planned Parenthood of Southern Arizona
Patronatos de San Xavier
Center for Creative Photography University of Arizona
College of Architecture Advisory Board University of Arizona

Mr. Dobras currently divides his time between Tucson, AZ and San Juan Island, WA. His special interests are: grandchildren, golf basketball and sailing.

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Pat Edsell, CEO, [NP Photonics](#)

Pat Edsell joined NP Photonics in February 2004 bringing 18 years of senior executive experience in the optical and micro-electronics manufacturing industries to the company. Previously, Pat served as President and CEO at Gigabit Optics Corporation. Before joining Gigabit Optics, he was chairman, president and CEO of Spectra- Physics, Inc., a \$225 million publicly traded company. Prior to SP, he was president and CEO of Applied Power, Inc. in addition to holding executive and international positions in related technology companies. A graduate of the U.S. Air Force Academy, he also earned an MA in Economics at Ohio State and an MBA in Finance from the University of New Mexico. Pat is credited with successfully leading global companies in market expansion, operational integration, market-based product development, company acquisitions and profitable growth.

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Harry A. George, Co-founder and Managing Partner, [Solstice Capital](#)

Harry A. George is the Managing General Partner and co-founder of Solstice Capital, a venture capital fund investing in early-stage companies. Solstice Capital manages \$80 million in two funds and has offices in Tucson and Boston. Previously, from 1981-1989, Mr. George was the co-founder, VP of Finance and a Director of Interleaf, Inc., during which time it grew to become a leader in electronic publishing and a publicly-traded company with \$100 million annual revenue. Before Interleaf, he co-founded an optical character recognition company later acquired by Xerox. Mr. George is currently a Director of a number of companies, including AmpliMed, CellzDirect, High Throughput Genomics, Lumidigm, and Regensis Biomedical. He graduated from Bowdoin College where he was a George S. Baker Scholar.

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Ryan M. George, President and CEO, [CVBTV/220 Solutions, Inc.](#)

Mr. George has an educational background that lends itself perfectly to the management of technical engagements. Ryan graduated from the University of Arizona with a Bachelor's Degree in Business Administration. His double major at the U of A included Accounting and Management Information Systems. This diverse background allows him to see situations from both a business and technical perspective. Frequently, technical professionals possess practical business understanding and ability to work with people or the ability to produce code, program, and implement technology - Ryan is adept at both. His unique abilities and understanding allow him to interpret and translate client needs to his development team resulting in practical IT business solutions.

220solutions, Inc. was established in June 1998 as a division of an accounting and consulting firm. The division started out offering technology solutions to the consulting firm's existing clientele of government entities. During that time, we acquired robust skills in developing secure, database driven Extranet and Intranet web sites. We invested heavily in training and our staff gained numerous certifications and awards. It was soon realized that our product offerings applied very well to Internet web sites as well, and our skills gave us a unique offering to the market.

Two years and eight months later, on February 20, 2001, 220solutions was born. By spinning off from the consulting firm, our company has been able to focus even more on our core business of providing robust Internet Applications to organizations ranging from large governmental institutions, to e-commerce merchants, to member organizations, to Internet and Intranet sites for large and small companies. Today, the company currently represents more than 150 clients in 80 different cities across the United States and Canada and has a staff of 22 employees based here in Tucson, AZ.

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Dee Riddell Harris, Executive Director, Arizona Angels Venture Group, Inc.

Dee Riddell Harris is a Managing Partner of Alare Capital Partners, LLC in Scottsdale. Alare, which has 13 professionals, is an investment banking and strategic advisory firm serving the Southwestern U.S. Mr. Harris was previously a Managing Director of two other boutique New York-based investment banking firms. He is the Executive Director of the Arizona Angel Venture Group, and serves on the board of the Invest Southwest Capital Conference (formerly the Arizona Venture Capital Conference.) He is Chairman of the Arizona BioIndustry Association, a member of the board of the Enterprise Network, and former President of the Arizona Business Leadership Association. Mr. Harris has served on the planning committee for Tucson's Idea Funding Conference since inception, and he has served on numerous mentor teams assisting emerging companies to prepare for presentations to venture capital and angel conferences. Mr. Harris is active in various committees of the American Bar Association, including the Venture Capital and Private Equity Committee and the Small Business Committee. He has taught Securities Regulation at the Sandra Day O'Connor College of Law of Arizona State University and at Thomas M.Cooley Law School in Michigan.

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**Lawrence M. Hecker, Principal Attorney, Hecker and Muehlebach, PLLC
Chair, IdeaFunding, Chair, Capital Formation Task Force**

Mr. Hecker is the principal attorney in the firm of Hecker & Muehlebach, PLLC. He received both his Bachelor of Arts degree (1969) and his Juris Doctor (1972) from the University of Arizona. He was on the Board of the Arizona Department of Transportation from 1979 through 1983, serving as Chairman in his last year, and was Chief of Staff to Governor Bruce Babbitt from 1983 through 1984. He has served as Chairman of the Securities Regulations Section of the State Bar of Arizona, and is a member of the Business Law Section of the State Bar of Arizona and the American Bar Association. He is the Chair of the Steering Committee for Tucson Regional Economic Opportunities, Inc. ("TREO") Economic Development Blueprint Project. TREO is the primary economic development organization in the Tucson metropolitan area.

Mr. Hecker is listed in the 1993-2007 editions of Best Lawyers in America in the area of corporate law.

He also serves in a voluntary capacity as the chair of the Capital Formation Task Force which is attempting to accelerate and broaden the flow of venture and other forms of capital to Greater Tucson's high-tech industries.

Mr. Hecker's law practice focuses primarily in the areas of corporate law and securities regulation, business start up, public and private offerings and other transactions involving capital formation, corporations, corporate finance and real estate. He has extensive experience in handling sophisticated transactions involving corporations, corporate finance, mergers and acquisitions. Mr. Hecker is a frequent panelist and speaker on securities regulations and corporate law and capital formation education seminars.

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Sherry Hoskinson, Director, McGuire Center for Entrepreneurship, Eller College of Management, The University of Arizona

Sherry Hoskinson is the director of the University of Arizona's McGuire Center for Entrepreneurship (formerly the Karl Eller Center for the Study of the Private Market Economy), housing a nationally top ranked entrepreneurship education program. Areas of focus have spanned design, planning, coordination, and implementation of the center's academic programs, including development of new venture/innovation curriculum and mentor models for award winning McGuire Entrepreneurship Program; highly visible outreach and development, research and scholarship, entrepreneurship awareness and promotion activities, and activities to advance the discipline of entrepreneurship across local and national academic and business communities. Major initiatives include design and successful implementation of broad-based Technology Transfer Initiatives; Knowledge Transfer Initiative; Associates in Entrepreneurship Programs; Eller Scholars program; Entrepreneurship/Law Exchange; numerous elective courses and new tracks and concentrations in entrepreneurship across campus. Substantial fundraising and development (grants; sponsorships; gifts).

Hoskinson currently serves on the Boards of USASBE and NCEC, is an active member of the AACSB Entrepreneurship Affinity Group; The University of Arizona Industry Relations Workgroup; and has served on numerous boards of organizations, non profits, and university based projects. During her affiliation, the McGuire Center/Karl Eller Center has been the recipient of numerous awards and national top rankings including #1 program among public institutions for three consecutive years.

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Patrick Jones, Director, Office of Technology Transfer, The University of Arizona

Patrick Jones directs the Office of Technology Transfer at the University of Arizona, the unit responsible for managing intellectual property and technology transfer at UA. He has worked in both the public and private sectors. In the public sector, he has held regular and affiliate faculty appointments in Chemistry, managed University-Industry consortia and for six years served as member of the technology transfer team at the University of Washington, including a joint appointment in his final year as Assistant Dean for University-Industry Affairs in the College of Engineering. His private sector activities have included R&D, product life cycle management, and product marketing.

[Back to top](#)**Ashley Kirk, Managing Attorney for Hayes-Soloway Tucson**

Ashley Kirk's intellectual property practice includes patent and trademark prosecution and litigation. Ms. Kirk has extensive experience prosecuting patents in the electrical, optical, mechanical, and biological fields, including: systems and controls; communications technologies; electrical materials; LCD and plasma display technology; laser technology; medical devices; and software. She specializes in electrical and electro-mechanical technologies, software and computer-related technologies and business method patents. Currently with Hayes-Soloway.

[Back to top](#)**Robert Morrison, Executive Director, Desert Angels, Mentor-in-Residence, McGuire Center for Entrepreneurship, Eller College of Management, The University of Arizona**

Mr. 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. Using these experiences, 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 spent a number of years consulting with emerging companies in all phases of their business development. Today he is Executive Director of Tucson's Desert Angels, which is a group of local investors that focus on early stage companies, and is a mentor in the McGuire Entrepreneurship Program at the University of Arizona's Eller College of Management.

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 BIO5 Institute, Arizona Center for Innovation, UAF Technologies & Research, and Arizona Theatre Company.

[Back to top](#)**Stephen O'Neil, Special Projects and Outreach Services, Office of Technology Transfer, The University of Arizona**

Stephen O'Neil is Manager of Special Projects and Outreach Services in the University of Arizona Office of Technology Transfer. He holds a PhD in physical chemistry from the University of California, Berkeley, and a MBA from the University of Colorado, and has special interest in facilitating the research-based links between universities and technology-intensive companies. After completing his doctorate, Steve took a brief fellowship at Harvard University before joining the staff at JILA, an interdisciplinary research and graduate training institute in the physical sciences, jointly managed by the University of Colorado at Boulder and the U.S. National Institute of Standards and Technology. At JILA, Steve continued research in computational chemistry and managed the institute's computing and electronics services before founding and directing the Boulder campus Office of Technology Transfer and Industry Outreach in 1994. In 1998, he helped establish the Optical Science and Engineering Program at CU-Boulder and served as its deputy director, and later founded and directed the Boulder campus Office of Industry Agreements. Steve O'Neil joined the technology transfer team at the University of Arizona in December, 2003, and looks forward to helping the University and its researchers expand their links to industry.

[Back to top](#)**Steven Permut, Senior Lecturer, Department of Marketing, Eller College of Management, The University of Arizona, Eller Entrepreneurship Scholar, McGuire Center for Entrepreneurship, Eller College of Management, The University of Arizona**

He has earned the Distinguished Faculty Teaching Award in the MBA program four times.
 Ph.D., University of Illinois at Urbana-Champaign
 M.S., University of Illinois at Urbana-Champaign
 M.A.L.S., Wesleyan University
 B.A., University of Colorado at Boulder
 Postdoctoral Research Fellow, Yale University
 Graduate Studies in Art History, Columbia University

Before coming to Arizona, was the Executive Director of Advanced Programs and Executive Education, Yale University School of Management, and Associate Professor in the Practice of Marketing, Yale University (on full-time faculty 11 years); faculty appointments also held in Yale's Graduate MFA Program, and a Teaching Fellowship in the Department of Art History. Prior to going to Yale, he spent two years in Brussels, Belgium as a resident faculty at Boston University's MBA Executive Program, and was Visiting Professor of Marketing, University of Lille, France.

He was the Founding Editor of the six volume "Praeger Series in Public and Nonprofit Marketing." An active consultant to over fifty major organizations, including the Federal Reserve Board (Washington, DC), AT&T, British Telecom, Coca-Cola, GE, General Motors, IBM, Philips Electronics (Netherlands), Xerox, and many others.

He has served as the Chairman, National Advisory Council, U.S. Consumer Products Safety Commission (Washington, DC); senior consultant, United Nations Centre for Transnational

Corporations (NY); Board of Trustees, Long Wharf Theatre (CT); Board of Directors, Shubert Performing Arts Center (CT); and Board of Trustees, Santa Fe Art Institute (NM); former member, National Advisory Committee, University of Illinois; Board of Overseers, International Engineering Consortium; former committee member, National Academy of Sciences (Washington, DC).

At Eller, teaches the core MBA Marketing courses for daytime, weekend, and executive programs; undergraduate course in New Product Management; and graduate course in the Marketing of Innovation. Favorite pastimes include running, skiing, equitation, and sailing when in Maine.

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Joann Rockwell, President, Cortiva Institute – Desert Institute of the Healing Arts

Joann has over 20 years of experience in entrepreneurship, international business, product development and marketing. She has been a senior executive in three multi-national firms based in Europe and at one point was responsible for products distributed in about 90 countries generating over \$110 million in annual revenues. After launching her own venture in Europe, Joann's work with investors and business incubators led her back to the US where she became VP of the Tucson Technology Incubator, and then program director for the McGuire Entrepreneurship Program at the University of Arizona. She is currently President of Cortiva Desert Institute, which provides accredited post-secondary certificate programs in health and wellness education.

Joann is a member of the International Association of MBAs and has been a guest speaker and advisor internationally on topics regarding technology innovation and marketing. She holds a Master's from Edinburgh University Scotland in the disciplines of entrepreneurship, international business and technology management.

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Marc Sandroff, President, Effective Resources, LLC

Marc Sandroff has more than 25 years experience founding, managing and investing in new entrepreneurial ventures. He has successfully founded and managed several new start-up companies, several of which were technologies innovated in academic labs. He has founded and lead a number of new business ventures in the health care and information industries and has consequently, been a key architect of building many new venture team. Mr. Sandroff's most recent venture C&M Pharmacy, of which he served as President and Chairman, grew very rapidly and was recently sold to Walgreen's. For more than 15 years, Mr. Sandroff was a senior founding partner at a major venture capital firm, which now manages almost one billion dollars in high risk capital from leading institutional investors and previously, a senior venture capitalist at the venture capital division of Allstate Insurance.

Marc Sandroff has also been involved at several academic institutions mentoring young business students. He has spoken and/or participated at various events and classes at the business schools of Northwestern University and his alma mater, the University of Chicago. Sandroff holds an A.B magna cum laude from Washington University in St. Louis and completed his Masters Degree and is A.B.D, both from the University of Chicago. During his academic studies, Marc was focused on strategic management and public and corporate policy research.

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Thomas Shambo, Business Analyst, Small Business Development Center, Pima Community College

Tom Shambo is a Business Analyst with the Small Business Development Center at Pima Community College.

Tom has been a successful small business owner for the past 22 years. He has developed 10 businesses, of which two have a national presence and are still in operation. As a software developer, Tom attracted a major investor for \$1,000,000 and was able to take an idea to a national market.

As a professional speaker, Tom has been endorsed by 14 state bank associations and has addressed audiences on topics such as Asset/Liability Management, Business Continuity Planning, Information Technology Auditing for financial institutions, and has addressed a National Bar Conference in California regarding new advancements in technology.

Tom earned his degree in Business Management from the University of Bellevue, Nebraska and is a Certified Information Security Manager (CISM). Along with his current position as Business Analyst with the Small Business Development Center, Tom continues his small business ownership.

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Robert Shelton, President, [The University of Arizona](#)

Dr. Robert N. Shelton is the 19th President of The University of Arizona. He comes to the UA from the University of North Carolina at Chapel Hill where he was Executive Vice Chancellor and Provost for five years.

Dr. Shelton will lead The University of Arizona in its quest to advance its standing as one of the country's top public research universities. He will focus on continuing to enhance the overall quality of the University, while increasing diversity and ensuring that the UA is accessible to Arizona students, particularly first-generation college students. He embraces the UA's land grant status, its commitment to the people of Arizona and the important bond between the public and public research universities.

At UNC-Chapel Hill, Dr. Shelton was the chief operating officer, responsible for the university's budget, and chief academic officer, overseeing the conduct, coordination and quality of the University's academic and research programs. He has been active on external boards and councils, including the Space Telescope Institute Council that advises and provides oversight and advocacy to NASA for the Hubble Space Telescope; the Board of Trustees of the North Carolina School of Science & Mathematics, responsible for policy decisions for the residential school for high school juniors and seniors; and the Board of Trustees and Executive Committee of Research Triangle Institute, an organization with a distinguished history in scientific research and technology development.

Dr. Shelton has served as major professor for 24 doctoral and six master's degree students, and is the author of more than 240 published articles. He served as a guest scientist at Kernforschungsanlage in Julich, Germany, and at the National Institute for Materials Science in Tokyo. He has held a visiting professorship at the Universite de Geneve in Geneva, and served as editor of the Journal of Physics and Chemistry of Solids. He is a fellow of the American Physical Society, the California Council on Science and Technology and a member of the American Association for the Advancement of Science.

Prior to his appointment at UNC, Dr. Shelton was Vice Provost for Research in the University of California Office of the President. In this position, he provided university policy and program leadership among the many offices, campuses, U.S. Department of Energy laboratories and research facilities of the University of California. Previous to that appointment, he served as the Vice Chancellor for Research at UC-Davis, where he also was Professor of Physics. Other academic appointments include Professor of Physics at Iowa State University, and Assistant Research Physicist at UC-San Diego.

He earned his undergraduate degree from Stanford and his master's degree and doctorate in physics from UC-San Diego. Dr. Shelton and his wife, Adrian, who was a Stanford classmate and now is a well-regarded research compliance officer, have three adult children. Son Christian is an assistant professor in computer science at UC-Riverside; son Cameron is an assistant professor in economics at Wesleyan University and daughter Stephanie is a medical student at UNC-Chapel Hill.

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Joseph Snell, President and CEO, [Tucson Regional Economic Opportunities, Inc. \(TREO\)](#)

As the first President of Tucson Regional Economic Opportunities, Inc. (TREO), Joe Snell brings nearly 20 years of economic development experience to an organization focused on the coordination of all area economic development activities, providing one-stop shopping for expanding local companies and for companies considering relocation to the area. Snell's knowledge on building competitive, balanced economic development efforts and his commitment to regionalism are integral to TREO's position as a leader in economic development.

In his previous positions as President of the Metro Denver Network and Executive Vice President with the Denver Metro Chamber of Commerce, Snell focused his efforts on creating an infrastructure for developing high tech jobs. Snell is widely remembered for the development and launch of a national campaign to brand Denver as a high tech center.

Over the years, Snell has developed a reputation for creating strong economies in high growth communities. Prior to his work in Denver, Snell led efforts that resulted in explosive job growth in Douglas County, Colorado, one of the fastest growing and wealthiest areas in the United States. Snell has led many other areas to rapid growth and success including Rio Rancho, New Mexico, Albuquerque, New Mexico and Hutchinson, Kansas, where he was recognized for his efforts in developing a model strategic plan and for successfully promoting trade and investment with international companies.

Currently, Snell serves as a member of several economic development organizations throughout the country. He is a board member of the Arizona Association for Economic Development and the Metropolitan Tucson Convention and Visitors Bureau. He is Chairman of the Arizona Global Network, and is a member of the Governor's Workforce Council, the Commerce and Economic Development Commission's Finance Steering Committee, and Arizona's Bioscience Roadmap Steering Committee.

On March 28, 2002, Governor Bill Owens of Colorado honored Snell by proclaiming the day as Joe Snell Day throughout the state, and in 1997, Colorado Governor Roy Romer honored Snell with a Smart Growth and Development award. The Economic Developers Association of Colorado named Snell Economic Developer of the year in 1999.

Snell holds a bachelor's degree from the University of Nebraska and is a graduate of the U.S. Chamber of Commerce's Institute for Organizational Management. Snell is married and has three children.

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Nancy Smith, Vice President of Strategic Services, [Tucson Regional Economic Opportunities, Inc. \(TREO\)](#)

Nancy Smith has enjoyed a multi-dimensional career as a corporate executive, educator, author, and consultant. She had a twenty-three year career in the music products industry in Los Angeles, first with industry pioneer, Moog Synthesizers, and later with industry leader, Roland Corporation, where she led the U.S. Musical Instrument Division through a decade of 40 - 50% growth as Vice President and General Manager. Following Roland, she served as Vice President of Sales and Strategic Planning at Kaman Corporation, a Fortune 500 company, and served on the Industry's Board of Directors.

After returning to Tucson in 1996, Nancy was President of her own consulting firm, On Q Marketing

Services, where she developed product launch strategies and business plans for early-stage technology companies. During this period, she also served as an Adjunct in the Entrepreneurship Program at the University of Arizona, a Senior Analyst for the Small Business Development Center at Pima Community College, and developed and conducted sales training programs for the American Management Association (AMA), who published her course, "Selling to Senior Executives," in 2002.

At TREO, Nancy is responsible for leading and facilitating the development and implementation of the organization's strategic initiatives. She received her bachelor's degree in Music from the University of Arizona, and her M.B.A. from Pepperdine University in California.

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Jim Strickland, General Partner, Coronado Venture Management

Mr. Strickland is the founder and general partner of the Coronado Venture Funds, a group of 4 venture capital partnerships with \$10 million in capital under management located in Tucson, Arizona. Coronado concentrates on technology-based companies located in Arizona and surrounding states.

Coronado's portfolio companies represent diverse technologies: semiconductors, medical instrumentations, computer aided engineering, biomedical, biotechnology, and software. In all of its investments Coronado has been the first external investor or a leading participant in the first investing group. Coronado's portfolio companies have attracted more than \$140 million in new capital following Coronado's first investment.

Before participating in venture capital, Mr. Strickland was employed for 15 years by Burr-Brown Corporation (now a division of Texas Instruments), a leading producer of linear integrated circuits and instrumentation systems. As Vice President International, Mr. Strickland developed the international marketing and sales organization that grew from a small exporting activity to more than half of Burr-Brown's business.

Throughout his career Mr. Strickland has been active in community and professional organizations. He was an elected member of a local school district's governing board for three consecutive terms totaling 12 years service. Previously he served on the President's District Export Council, the American Electronics Association's International Committee, and the Semiconductor Technical Advisory Committee to the U.S. Department of Commerce.

Mr. Strickland is an active participant in venture capital events in Arizona aimed at increasing regional entrepreneurial activity and the availability of venture capital. He was a founding sponsor of the Arizona Venture Capital Conference and has served on the selection committee for conference participants since its organization. In 1996 he was the conference chairman.

Mr. Strickland is a director of four privately held companies in the Coronado portfolio. Mr. Strickland earned B.S. and M.S. degrees in electrical engineering from the University of New Mexico and a M.S. in industrial administration from Carnegie-Mellon University (then Carnegie Institute of Technology.)

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Dr. John P. Waszczak, Director of Advanced Technology and SBIR/STTR, Raytheon Missile Systems

Dr. John P Waszczak is the Director of Advanced Technology and SBIR/STTR, for Raytheon Missile Systems. He serves as the SBIR IPT Lead for Raytheon Company. RMS designs, manufactures & services tactical weapon systems for the U.S. and allied governments.

Dr. Waszczak's previous assignments include director of Material Operations, deputy managing director Hughes UK Ltd., director Tomahawk Cruise Missile Production programs, and director Division Planning. John was Special Assistant to the U.S. Department of Transportation's Assistant Secretary for Policy and International Affairs, while a member of the President's Executive Exchange Program during the Carter Administration.

Dr. Waszczak was a recipient of the Hughes Electronics Malcolm R. Currie Innovation Award and the Raytheon Missile Systems Supplier Diversity Leadership Award. John is an alumni of Carnegie-Mellon University where he obtained his BS, MS & PhD degrees in Mechanical Engineering, with a minor in Economics.

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Marie Wesselhoft, Interim Director, Arizona Center for Innovation

Marie Wesselhoft currently serves as the Interim Director for the Arizona Center for Innovation. In that role Marie manages the daily operations of AzCI while continuing to recruit new clients and provide business development support for existing clients.

Marie has 25+ years of business experience with a successful track record in the Healthcare industry. Marie held positions such as VP/General Manager, VP Marketing, Area VP of Sales and Operations, and Product Manager during her twenty-year career at Cardinal/Allegiance/Baxter/American Hospital. In her role as General Manager of the Scientific Products Laboratory, the \$850 million business delivered 8 years of on-plan performance. This included responsibility of a 120+ sales team and a 20+ marketing organization. Throughout her career she has had multiple opportunities to reposition a business or department, launch \$100M product lines, negotiate partnership agreements, manage key accounts, as well as in facilitate the integration of teams for acquisitions and divestitures. She also held the position of Executive VP of Clinical Strategies at Misys Healthcare, a medical IT company. During her years at Humana she was both a Laboratory Director and Medical Technologist. She also has recent experience

with several healthcare start-up companies including Medipacs and MSDx.

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Jennifer Keller Jackson, Grants Manager, NCIIA

Jennifer Keller Jackson is Grants Manager at NCIIA, where she oversees about a dozen grant programs, awards and competitions. Jennifer's background is in nonprofit management, in the areas of education and technology. She now finds herself on the "other side," helping to give away grant funds. Her experience includes program and business development, marketing, fund raising, technical proposal writing, and PR. She has helped to start a nonprofit and has also worked to transform another organization into a social enterprise. Jennifer has a B.A. from the University of North Carolina at Chapel Hill and she has also studied at the University of Montpellier, France.

Jennifer and her family moved to Amherst, Massachusetts from the Washington, DC area in 2004.

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NCIIA • 100 Venture Way, Hadley MA 01035 • Tel: 1.413.587.2172 • Fax: 1.413.587.2175 • www.nciia.org •

info@invention2venture.org

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