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National Collegiate Inventors & Innovators Alliance



**SCHEDULE**

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AI2V 1: Waltham, MA 8/1-4  
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  
Ontario, FL - 11/2

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## ARCHIVES - 2006



### I2V UCF: Speaker Profiles

November 17, 2006

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#### Tom Bland, President/CEO, AquaFiber Technologies

Tom Bland is President CEO of AquaFiber Technologies, a socially and environmentally responsible surface water restoration firm. He was an adjunct faculty member in the UCF College of Business Administration for 20 years. He is active in the community and serves on the Florida Hospital Diabetes Foundation, TenderCare PALS Board, and the CBA Dean's Executive Council. Bland was inducted into the CBA Hall of Fame in 2004.

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#### Kirstie Chadwick, UCF Venture Lab Director & Coach

Kirstie Chadwick has 19 years of experience in the high technology industry, and has worked for a variety of technology organizations, both large and small. For the past 14 years, Chadwick has worked almost exclusively at small startup technology companies, many of them based out of Silicon Valley. Her career at entrepreneurial startups cumulated in 1999 when she co-founded her own software company, DigitalOwl. As the CEO of DigitalOwl, Chadwick successfully raised \$13.2 million in venture capital and angel financing, grew the company to 35 employees, and gained high profile clients such as McGraw-Hill, Time Warner, and SwissRE Insurance. As a result of her varied startup experiences, Chadwick has worked for companies that went public, that were purchased, and that failed. These experiences have provided her with an incredible amount of expertise in the dynamics of how successful startup technology firms grow and gain market share.

In late December 2002 Chadwick retired from her career of managing high technology companies to pursue her Masters degree in Management at UCF, with a focus on building entrepreneurial teams. She completed her Masters degree in July 2004, and accepted the position of Director of UCF's Venture Lab in late August of 2004.

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**Eunice Choi, Interim Director, Small Business Development Center**

Eunice Choi is the Interim Director and a Certified Business Analyst (CBA) with the UCF Small Business Development Center. She received the Excalibur Award and the CBA Impact Award for her outstanding contributions to the Region from the Florida SBDC Network. She also won the State Star Performer Award in 2002, which is the highest recognition in her field. During her 9-year tenure with the SBDC, her assistance has resulted in a substantial economic impact for many small businesses, including total capital formation of over \$19 million, a sale increase of over \$32 million, 860 jobs created, and 160 jobs retained. She counseled more than 1300 businesses and taught more than 100 workshops.

Choi's major area of counseling is in sources of financing including SBA loan package development. She helps entrepreneurs evaluate their financial status and determine the best financing option available. Choi also provides in-depth financial analysis for established companies recommending courses of action based on company strengths and weaknesses. Her other areas of counseling are accounting, taxes, cost control, business planning, and business valuation.

Choi's outstanding performance helped the UCF Small Business Development Center win the North Florida District SBA's No. 1 Loan Productivity Award for 1999. Formerly, Choi was a Revenue Agent with the IRS, as well as an instructor of French at the University of Michigan. While she was with the IRS, she was given several awards for excellence. Choi was awarded her Master of Science in Accounting from the University of Texas at Dallas, and she also holds an M.A. degree in French from the University of Michigan.

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**Carol Ann Dykes, Chief Operating Officer, UCF Technology Incubator**

Carol Ann Dykes is Chief Operating Officer of the University of Central Florida Technology Incubator (UCFTI). Named 2004 Incubator of the Year by the National Business Incubation Association, the UCFTI is a university-community partnership that builds high-tech opportunities into successful business ventures in Central Florida. The Incubator currently serves nearly 50 companies in facilities in the Central Florida Research Park, Downtown Orlando and Sanford, Florida. The Incubator has graduated 18 companies in its seven years of existence. Incubator companies have created an estimated 700 jobs, generate \$200M+ in annual revenues and have received over \$150M of investment capital.

Previously she was a member of the University of Florida (UF) faculty in the College of Engineering where she served as Associate Director of the Southern Technology Applications Center supporting companies, federal laboratories and universities across the southeastern United States in their technology commercialization activities. She also served as Director of the UF University Center facilitating partnerships between Florida companies/entrepreneurs and the State's universities for joint technology commercialization activities.

Dykes is a member of the National Business Incubation Association, the Florida Business Incubation Association, and the Association of University Technology Managers. She served as Board member and President of the University Economic Development Association. She is a member of the Advisory Group for the Gainesville Technology Enterprise Center and serves on the Board of the Florida Hospital East Orlando Foundation, the Blanchard Park YMCA Family Center, the Athena Foundation's PowerLink Program and the V2R Group (a local investment firm). In 2005, she was one of the five finalists for Women Business Executive of the Year.

Dykes is a graduate of the University of Arkansas, Fayetteville, and Louisiana State University, Baton Rouge.

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**Cameron Ford, Executive Director, UCF Center for Entrepreneurship**

Cameron earned his Ph.D. in Business Administration from Penn State University before joining UCF. Dr. Ford's scholarly interests focus on processes related to new venture emergence, with a particular emphasis on how creative visions become business ventures.

Dr. Ford's research has appeared in journals such as the Academy of Management Review, Journal of Management, Journal of Organizational Behavior, Journal of Applied Behavioral Science, and IEEE Transactions on Engineering Management. He has also published numerous book chapters related to creativity and entrepreneurship, and edited the book Creative Action in Organizations. All told, he has published or presented over 60 academic papers. He is also on the editorial boards of Journal of Creative Behavior and Creativity and Innovation Management.

**Joe Giampapa, Associate Director of UCF Tech Transfer Office**

Joe joined the UCF Tech Transfer Office a little over a year ago to grow the program and get more UCF technology into the marketplace. He comes to UCF with over 20 years of experience as a Registered Patent Attorney – some in private practice, some in transactional law, more as in-house patent counsel and specializing for the last decade in university tech transfer. Giampapa spent five years as the first TTD at New Jersey Institute of Technology, and three more years as IP Counsel/TTD for the Tennessee Board of Regents. Earlier in his career, Giampapa worked on Wall Street for an investment banking boutique, as well as for an international insurance brokerage firm. During his entrepreneurial phase, he owned several fast food franchises and co-founded a medical device company and a startup healthcare service provider company.

Giampapa's formal education includes a BS degree in Aeronautics (Dowling College), an MBA in Finance

(Pace Univ), a Master's degree in Systems Engineering (Univ of Virginia), and three law degrees – JD (Seton Hall Law School), LLM in IP Law (Franklin Pierce Law Center) and an LLM in Alt Dispute Resolution (Univ of Missouri-Columbia, to be awarded Dec 2006).

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#### **Howard Gitten, Registered Patent Attorney, Edwards Angel Palmer & Dodge, LLP**

Howard Gitten is a member of the Intellectual Property group at Edwards, Angell, Palmer & Dodge LLP focusing on commercial exploitation of cutting edge technologies and protecting a corporation's competitive advantage. Mr. Gitten was previously general counsel to Nanovation Technologies, a Florida based fiber optics start up, where he was responsible technology transfer deals with Motorola, MIT and Northwestern among others.

He spends time on a monthly basis advising the companies at the UCF incubator. Mr. Gitten is a graduate of the University of Pennsylvania where he earned degrees in Economics and Systems Engineering. He went of law school Case Western University. Prior to coming to Florida, Mr. Gitten was with Stroock & Stroock & Lavan in their New York and Boston offices where he co-founded their e-commerce group.

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#### **Gordon H. Hogan, UCFTI Business Development and Senior Vice-President of Business Development**

Gordon H. Hogan is Business Development Executive for the University of Central Florida Technology Incubator. In this capacity Hogan provides mentoring and strategy development consulting for clients of the Incubator.

Hogan has a BS in Chemistry from Fort Hays Kansas State University plus graduate courses at the University of Kansas.

Hogan was previously President of Central Florida Innovation Corporation (CFIC), a firm dedicated to creating and building technology companies in the region. Additional background includes 30 years experience as an executive, entrepreneur, and business consultant. This experience includes being General Manager of U.S. Operations for Philip Crosby Associates, Inc., a leading management consulting firm specializing in quality and productivity improvement. While at Philip Crosby Associates, Gordon opened a regional office in Chicago and grew the new enterprise to an \$18 million business in 4 years while generating personal sales of nearly \$5 million annually. Previously Hogan started a company to manufacture chemicals for the water treatment industry, started and operated a consulting company for the medical device manufacturing industry and held upper management positions with Colgate-Palmolive and Baxter International.

His areas of expertise include matching technology to a market, preparing technology startups for first outside investment and resolving complex business issues.

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#### **George D. Livingston, CIPS, Chairman, Founder, NAI Realvest**

As founder and chairman of NAI Realvest, George Livingston is largely responsible for the excellent reputation and long term relationships with partners and clients enjoyed by the firm and its associates. He is responsible for developing the company's corporate and development strategies and overseeing the array of professional services provided to the firm's clients, including brokerage, property management, development, and consulting.

Livingston specializes in corporate services and real estate services for fast growing companies, and he also advises and represents foreign clients. His clients include corporations, real estate owners, investors, and developers.

His experience includes acquisitions and sales of large tracts of land and sites for development, third party logistics transactions, and marketing of mixed-use business parks. Services include tenant representation and site selection.

He has also been involved in the development of more than 1.5 million square feet of warehouse properties. Livingston was Past Chairman and a member of the Orange County Planning and Zoning Commission for six years and was a Governor's appointee to the East Central Florida Regional Planning Council for three years.

A prolific writer and speaker, Mr. Livingston is a skilled analyst of economic trends and strategic applications to real estate.

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#### **Thomas O'Neal, Founder and Director, UCF Technology Incubator**

Tom O'Neal, Ph.D. currently serves as the Associate Vice President of Research at UCF and Director of the UCF Technology Incubator. Dr. O'Neal has been part of UCF's Office of Research and Commercialization team working to help UCF become a leading metropolitan research university. Dr. O'Neal areas of responsibility include the sponsored programs office, technology transfer, compliance, and the UCF technology incubator.

Dr. O'Neal has a long history as an entrepreneur and has assisted in the formation of several spin-off companies for technologies developed at UCF. In 1999, he was a key member of a collaborative effort that resulted in the establishment of the UCF Technology Incubator in the Central Florida Research Park. The Incubator was recently named the Incubator of the Year at the annual international conference held by the National Business Incubator Association. Dr. O'Neal also serves as a core team member of the Florida High Tech Corridor Council.

Dr. O'Neal established partnerships for the Incubator with both the University and the Central Florida community to provide tools and resources that enhance the prospects for the success of developing companies. He also assembled a distinguished Advisory Board for the Incubator consisting of Central Florida business professionals that provide valuable assistance to the Incubator and more importantly, the clients it serves.

Dr. O'Neal joined the UCF staff as the Associate Director for the Center for Research and Education in Optics and Lasers (CREOL) in 1991. In this capacity, he was responsible for the business and administrative functions of the Center. The Center evolved into one of the top centers for education and research in optical sciences and engineering.

Prior to joining UCF, Dr. O'Neal served as a Technology Specialist and Financial Director for a \$40 million project with the Defense Advanced Research Project Agency for Florida's state university system. His position before that was that of project engineer for a computer manufacturing company based in Clearwater Florida.

Dr. O'Neal received his Ph.D in Industrial Engineering, his Master of Science in Engineering Management, and his Master of Business Administration from the University of Central Florida and his Bachelor of Science in Electrical Engineering from the University of South Florida.

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#### **Rick Parks, UCF Venture Lab**

Rick Parks spent 16 years applying leading edge technology to complex business problems that broke new ground for companies like Chrysler and Abbott. Like many entrepreneurs, Park's first start-up idea came in 1986 as a result of a corporate project he'd led. His break-through concept for inter-organizational data communication in sales automation inspired him to found Intec Systems Corporation. Intec's customer list included Fortune 500 companies like American Home Products, Kimberly Clark, Bristol Myers and Digital Equipment Corporation.

By 1994 the company's reputation and product value was well recognized and drew the attention of industry leader Symantec Corporation that acquired Intec to integrate the product into its best-selling ACT! software. In 1995, Parks founded Endeavor Software, Inc. to develop a sales process management system incorporating Solution Selling® principles. Endeavor's product was acquired by a publicly traded consulting firm just two years later as the foundation of that company's strategic practice in sales process reengineering. Inspired by the market momentum of sales process innovation, Parks was driven to create yet another company. His vision for SalesWare Corporation was to develop software that could propel sales process to a new level by removing the barriers to sales automation success.

Parks accomplished a rare entrepreneurial "hat trick" when his third company SalesWare was acquired by GoldMine in 2000. Parks has settled in Central Florida outside Orlando and today spends his time as a mentor to technology entrepreneurs, speaking on sales force automation and process, and is actively involved in moving Florida's technology community forward.

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#### **Jerry Ross, Founder, Maverick Business Group**

Jerry Ross is a nationally recognized speaker and author who draws on his 25 years of corporate and entrepreneurial experience to deliver practical advice to business owners. He has presented to business conferences as far away as Merida, Mexico, and Cairo, Egypt but calls Orlando, Florida home.

Jerry has held leadership positions with AT&T, Ohio Bell, Goal Systems Software, and the University of Central Florida but has been a life-long entrepreneur. His current ventures include entertainment lighting, real estate, and publishing Maverick Business Magazine. In 1998, he was nominated for Small Businessman of the Year by the Seminole County Chamber of Commerce, and most recently was dubbed a "virtual business incubator" by the Orlando Business Journal. Jerry has published numerous articles on small business marketing, has been featured on local television and is a frequent guest on business talk radio.

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#### **Stacey Schmidt, Assistant Director, Office of Research and Commercialization at the University of Central Florida (UCF).**

Stacey Schmidt currently serves as Assistant Director in the Office of Research and Commercialization at the University of Central Florida (UCF). In this role she helps develop and manage grants and programs focused on entrepreneurship and regional development to help UCF become a leading metropolitan research university and America's leading Partnership University. Schmidt has helped launch several innovative entrepreneurship initiatives at the university, including the annual Invention to Venture Workshop with NCIIA, the UCF Venture Lab, and The Joust™ business plan competition. Previously Schmidt served as the Program Manager for the Center for Entrepreneurship & Technology Commercialization at UCF. She has held management positions in Marketing, Product Management and

Business Development at VC-funded startups and established high tech companies, including Color Kinetics and ADE Corporation. Schmidt received her Bachelor of Science in Electrical Engineering from the University of Central Florida and her Master of Engineering Management from Dartmouth College.

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#### **Michael Siemer, President, Mydea, Inc.**

Michael Siemer's total rapid prototyping (RP) experience spans a period of almost 12 years. His initial RP exposure started at the University of Central Florida where he helped commission UCF's rapid prototyping laboratory for Dr. Jamal Nayfeh. He earned his BS in Aerospace Engineering and MS in Mechanical Engineering from UCF and is a registered professional engineer. Since 1995, Siemer has worked at the Walt Disney World Co. in several areas of design and production where he helped engineer new rides and shows. He also worked on new technology implementation at Disney for air-launched fireworks, audio-animatronics and the development of advanced CAD/CAM technology integration into Disney processes. While at Disney, he became a local champion for RP technologies and helped educate engineering and manufacturing staff on advancements and application.

He is a member of SME's RTAM Technical Community (formerly the rapid prototyping association) and has been a conference advisor for SME's RP&M Conference for five years. Siemer's industry involvement also includes moderating and speaking at conferences worldwide and contributing to such magazines as Machine Design and Time Compression Technologies. Siemer serves on the SME RTAM Steering Committee and is a representative for the Tech Watch Committee of SME's new Education Community. He is also 1 of approximately 20 Certified Master Level RP professionals and the Chair of the RTAM for 2006.

Siemer left Disney in 2003 to found Mydea Technologies as part of the UCF Technology Incubator. His company is providing product development services in the Central Florida area with an emphasis on rapid prototyping, tooling and manufacturing technology. Mydea is also working closely with professors from UCF to develop next generation tools for product development. His vision is to compress the product development cycle to one step, where any individual consumer can design, customize and produce their own products.

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#### **Regina Smith, Program Associate, NCIIA Invention to Venture Workshop Series**

Regina Smith is originally from Reading, MA. She received a Bachelor of Science degree in Business Management-Human Resources from the University of Massachusetts, Dartmouth in 2003. She joined NCIIA in November 2005 from the performing arts world where she worked at Boston Ballet for two years. At Boston Ballet, she worked in Development/Special Events focusing on Corporate Fundraising. After relocating to Western Massachusetts, Smith joined NCIIA as Program Associate of the Invention to Venture Workshop series.

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#### **John Spence, Executive Educator, Consultant and Speaker**

"Making the very complex...awesomely simple" is no mere catch phrase, it is truly John Spence's mission in life. Driven by an insatiable curiosity to understand the fundamental aspects of what it takes to achieve and sustain excellence in business and life, John Spence has earned a reputation as a leading authority in the areas of Business Excellence, High-Performance Teams, and Advanced Leadership Development, making him one of the most highly sought after executive educators and professional speakers in America.

For more than a decade, Spence has served as Managing Partner of the highly-respected business improvement consultancy, Flycaster & Company, a firm that delivers strategic branding, design, advertising and employee development services to clients worldwide. Through his work at Flycaster, Spence has presented workshops, speeches and management consulting to more than 300 organizations including; AT&T, IBM, GE Capital, NCR, The US Navy, Alltel, Ameritech, Perot Systems, Lanier, Verizon, Kinko's, Ford, State Farm, BankAmerica and dozens of private companies, government offices and not-for-profits. Spence is also the author of "Excellence by Design: Leadership" and has been a guest lecturer at over 90 colleges and universities across the United States.

Affectionately referred to as the "Human Cliffs Notes" by many of his clients, Spence is known for taking massive amounts of research combined with his personal hands-on experience to deliver timely, focused, results-driven programs. For example, to create carefully customized workshops and presentations that reflect the newest research and most current thinking, Spence reads at least 100 business-related books each year and listens to an additional 30-50 on tape and CD, giving him an incredible depth and breadth of knowledge which to draw from.

Whether training a small group of managers from a high-tech start-up, top executives from a multi-national company, or presenting a keynote speech to 5,000 business professionals, Spence's dynamic style and rare mix of rigorous scholarship with practical business experience leaves his audiences captivated, inspired and prepared to achieve new levels of personal and professional success.

Currently, Spence serves as "Executive in Residence" for the UCF Technology Incubator, as an adjunct professor for the University of North Florida's Division of Continuing Education in their Executive Education Series and as a Special Advisor to the Rawls College of Business at Texas Tech University. Spence has also served on the Board of Directors for the University of Florida's Center for Entrepreneurship & Innovation and as a senior instructor at the Cornell University Leadership Development School. To contact John, visit [www.johnspence.com](http://www.johnspence.com).

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**Tim Van Dyke, Registered Patent Attorney, Beusse Wolter Sanks Mora & Maire, P.A.**

Timothy Van Dyke is a registered patent attorney who concentrates his practice in the area of intellectual property law, with a particular emphasis on securing domestic and international patent protection in the technical areas of biomedicine, medical devices, regenerative science and pharmaceuticals. Mr. Van Dyke also provides services relating to negotiation of patent and trademark licenses, enforcement of intellectual property rights, and conducting non-infringement and freedom to practice analyses.

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