

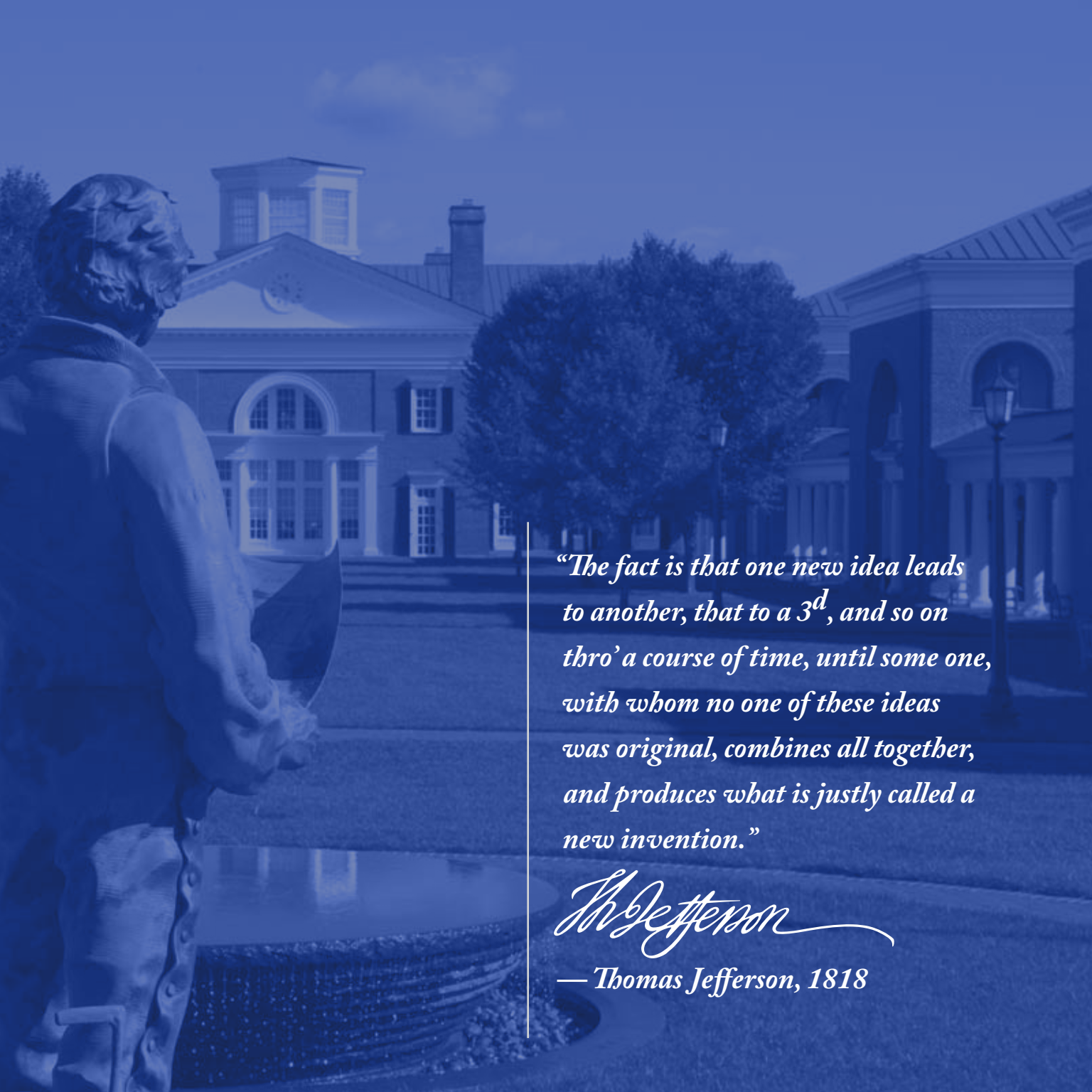


JEFFERSON  
INNOVATION SUMMIT  
— *for the* —

COMMONWEALTH



DELEGATE BRIEFING



*“The fact is that one new idea leads to another, that to a 3<sup>d</sup>, and so on thro’ a course of time, until some one, with whom no one of these ideas was original, combines all together, and produces what is justly called a new invention.”*

*Th Jefferson*  
— Thomas Jefferson, 1818

# SUMMIT VISION

**Thomas Jefferson championed robust discourse and the civil exchange of ideas throughout his eventful life.** Motivated by today’s economic challenges, the Jefferson Innovation Summit embraces Jefferson’s vision for open and purposeful dialogue. Together we call for renewed attention to innovation and entrepreneurship as catalysts for economic growth, job creation, and global competitiveness.

At the first gathering in 2011, sixty world leaders from business, government, academia, media, public service, and the arts convened in Charlottesville, VA to discuss how to improve the nation’s innovative capacity and entrepreneurial ecosystem. The two days of exchange yielded bold and original ideas that were integrated into a Declaration of Principles, a guiding framework for fostering dynamic entrepreneurial communities.

Building on the momentum generated from the inaugural event, this year’s Jefferson Innovation Summit for the Commonwealth on September 7, 2012 at the University of Virginia’s Darden School of Business addresses issues at the state and local level, using the Commonwealth of Virginia as a case study. Virginia, which boasts a wealth of leading universities and a top spot in the nation among the best states for doing business, already has a strong foundation. Nevertheless Summit delegates will explore the many opportunities to stimulate more entrepreneurial and innovative pursuits. Drawing from these exchanges participants will develop a policy playbook to outline the best way forward for Virginia, potentially setting benchmarks for other states across the nation.

HOSTED BY



The Office of the Governor

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# SUMMIT OVERVIEW

The day's events follow the Summit's three-part format:

## *identifying* OBSTACLES

The Case Discussion is a moderated conversation guided by thought-provoking "real life" scenarios that illuminate complex questions on the challenges and the opportunities for building robust entrepreneurial communities in Virginia.

## *generating* IDEAS

The Working Lunch is a less formal conversation focused on generating new ideas to address the issues raised in the morning.

## *proposing* SOLUTIONS

The Breakout Session is a constructive exercise to compose actionable recommendations and lay the groundwork for the way forward.

### Case Discussion *PepsiCo Forum, Saunders Hall*



**9:30 – 10:00 am** Registration and Reception  
**10:00 – 10:15 am** U.Va. President Sullivan's Remarks  
**10:15 – 12:15 pm** Case Discussion

**Moderated by:** Darden School of Business  
Associate Professor Greg Fairchild

Guided by a moderator the assembled delegates begin the day working through provocative hypothetical situations that shed light on the challenges and opportunities for building robust entrepreneurial communities in Virginia. The discussion relies on an extensively researched, fact-based hypothetical scenario that puts participants in difficult decision-making situations in which there are no simple "right" answers but rather a contention of legitimate, competing goals, constituents, and values.

### Working Lunch *South Lounge, Saunders Hall*



**12:15 – 1:30 pm** Working Lunch

Delegates convene for an informal working lunch to continue the conversations sparked by the Case Discussion and to brainstorm new ideas to address the issues raised.

### Breakout Session *Abbott Lounge, Saunders Hall*



**1:30 – 3:30 pm** Small Group Exercise  
**3:30 – 4:15 pm** Report Out & Closing Discussion  
**4:15 – 4:30 pm** Governor McDonnell's Remarks

Participants will organize into breakout groups focusing on the key themes identified in the morning session. Through guided brainstorming and facilitated exchange, groups develop concrete proposals for reform. These recommendations establish the foundation for the culminating policy playbook that will be drafted in the weeks that follow outlining the best way forward for Virginia's government, business and non-profit leaders.

### VIP Reception **4:30 – 6:00 pm, Flagler Court**

# SUMMIT PARTNERS AND SPONSORS

## HOSTED BY



University of Virginia  
Darden School of Business  
Batten Institute

The University of Virginia's Darden School of Business is a top-ranked graduate business school (#3 *The Economist*; #9 *Forbes*; #3 *Entrepreneur* magazine); the Batten Institute, comprised of Darden's Center for Entrepreneurial Leadership and a leading research center, is dedicated to the study and teaching of entrepreneurship and innovation.



The Office of the Governor

Governor McDonnell declared 2012 "The Year of the Entrepreneur" in Virginia, by announcing "Virginia is an incubator for good ideas and we have the right tax, regulatory and business climate for entrepreneurs to turn those ideas into job-creating businesses. We have some of the top research institutions in the country, with the infrastructure to develop ideas and begin to put them into practice. Perhaps most importantly, we have a community of entrepreneurial individuals who in spite of the very real risk of failure put their energy and sweat and savings into creating opportunities for themselves and others. 'The Year of the Entrepreneur' was created to recognize these individuals, to study why they're successful and to inspire others to turn big ideas into reality here in the Commonwealth."

## SPONSORED BY

### Lead Sponsors



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Dominion is one of the nation's largest producers and transporters of energy, with a portfolio of approximately 28,000 megawatts of generation. Dominion operates the nation's largest natural gas storage system and serves retail energy customers in 15 states. For more information about Dominion, visit the company's website at [www.dom.com](http://www.dom.com).



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# SUMMIT DELEGATES

**Jonathan Aberman**  
Amplifier

**Karen Booth Adams**  
Hot Technology Holdings

**John Backus**  
New Atlantic Ventures

**Jean Clary Bagley**  
Century 21 Clary

**Jack Biddle**  
North Bridge Venture Partners

**Thomas Bowden**  
Integrity Broadband Networks

**Theodore Chandler, Jr.**  
New Richmond Ventures

**Martin Chapman**  
Indoor Biotechnologies Inc.

**Steven Chen**  
Totus Strategic Partners

**James Cheng**  
Secretary of Commerce & Trade

**Barbara Comstock**  
Member, Virginia House of  
Delegates

**Mark Crowell**  
University of Virginia

**Trip Davis**  
Darden School Foundation

**Robby Demeria**  
RichTech

**Frank DiGiammarino**  
Amazon Web Services

**Glen DuBois**  
Virginia Community College  
System

**Jasen Eige**  
Counselor & Senior Policy Advisor

**Gregory Fairchild**  
Darden School of Business

**Laura Fornash**  
Secretary of Education

**Pamela Gavin**  
Gavin Law Offices, PLC

**Frank Genovese**  
The Rothbury Corporation

**Anup Ghosh**  
Invincea

**John Glynn**  
Glynn Ventures

**Donna Harris**  
Startup America Partnership

**Todd Haymore**  
Secretary of Agriculture & Forestry

**Lisa Hicks-Thomas**  
Secretary of Administration

**Robert Hurt**  
Member, U.S. House of  
Representatives

**Crystal Icenhour**  
Phthisis Diagnostics

**Bruce Kelley**  
The Martin Agency

**Janet Kelly**  
Secretary of the Commonwealth

**Martin Kent**  
Chief of Staff

**Bobbie Kilberg**  
Northern Virginia Technology  
Council

**David Lucien**  
Center for Innovative Technology

**Dali Ma**  
Drexel University

**Tonya Mallory**  
Health Diagnostic Laboratory Inc.

**Gary McCollum**  
Cox Communications, Inc.

**Don Merricks**  
Member, Virginia House of  
Delegates

**Douglas Muir**  
Muir & Associates, Inc.

**James Murray, Jr.**  
Court Square Ventures

**William Murray**  
Dominion

**Toan Nguyen**  
C'ville Coffee

**Jonathan Ortman**  
Ewing Marion Kauffman  
Foundation

**Michael Papay**  
Northrop Grumman Information  
Systems

**Don Rainey**  
Grotech Ventures

**Jeffrey Reed**  
Wireless @ Virginia Tech

**Harry Rein**  
Foundation Medical Partners

**Susan King Roth**  
Virginia Commonwealth University

**John Rothenberger**  
Strategic Enterprise Solutions

**Allyson Rothrock**  
The Harvest Foundation

**Frank Ruff**  
Member, Senate of Virginia

**Karl Sanchack**  
Lockheed Martin Corporation

**Mark Seale**  
Blue Ridge Produce

**Thomas Silvestri**  
Richmond Media Group

**Thomas Skalak**  
University of Virginia

**Bob Sledd**  
Senior Economic Advisor

**Philippe Sommer**  
Center for Entrepreneurial  
Leadership

**Karl Stauber**  
Danville Regional Foundation

**Dendy Young**  
McLean Capital, LLC

**Michel Zajur**  
Virginia Hispanic Chamber  
of Commerce

**Ted Zoller**  
UNC at Chapel Hill





## JONATHAN ABERMAN

**Amplifier**  
Founder & Managing Director

As managing director of Amplifier, Jonathan directs and manages Amplifier's investment process. As a member of the board of directors of portfolio companies, he plays an active role in recruiting executives, soliciting and closing funding rounds, licensing technology, identifying alpha and beta customers, and charting strategy. Prior to entering legal practice, Jonathan worked in the investment banking industry in London, England for Daiwa Securities, Donaldson Lufkin & Jenrette and Goldman Sachs International. Jonathan also teaches subjects relating to family- and closely-held businesses, including corporate finance, business planning, organizational development and new venture creation. He is currently an Adjunct Professor at the University of Maryland's Robert H. Smith School of Business. He is also a regular speaker on topics related to business formation and expansion for groups such as the National Academies of Science, the National Science Foundation and the Northern Virginia Technology Council.



## KAREN BOOTH ADAMS

**Hot Technology Holdings**  
CEO

Karen Booth Adams is the CEO of Hot Technology Holdings, an investment group that has launched 10 successful businesses in Richmond since 1993. She served as CEO for many of those companies and has led seven successful exits for the group. Karen currently advises the management teams in their portfolio on strategic planning, operations management and M&A. Her diverse ventures have been in SaaS software, internet strategy and technology consulting, online retail, financial consulting, legal and e-discovery services, and social media marketing. Karen is a founding partner in firms such as Ironworks Consulting, Create Digital, The Fahrenheit Group, Genesis Consulting, PoshTots, PartnerJD, Racelt.com, and others. Karen is a frequent speaker on the subject of entrepreneurship, and currently serves on the boards of The Community Foundation, World Pediatric Project, University of Richmond's Robins School Executive Council, Richmond's Technology Council, Governor McDonnell's Advisory Council on Revenue Estimates and Center for Innovative Technology (CIT).



## JOHN BACKUS

**New Atlantic Ventures**  
Managing Partner

John is a seasoned technology investor and entrepreneur with 25+ years of experience investing in and managing rapidly growing, high-technology companies. Prior to founding New Atlantic Ventures in 1998, John was a founding investor and the President and Chief Executive Officer of IntelliData Technologies and led its predecessor, US Order, through a successful \$65 million IPO in 1995. John currently manages a \$225 million venture portfolio at New Atlantic Ventures. He currently serves on the board of directors of AppTap, Invincea, Koofers, Healthwarehouse.com, & Spotflux. He is the past Chairman of the Wolf Trap Foundation Board, the past Chairman of the Northern Virginia Technology Council Board, the founding Chairman and current Board member of the NVTC TechPAC, and was appointed by former Virginia Governor Mark Warner to co-chair the Virginia Research and Technology Advisory Commission. John began his career at Bain & Co. and Bain Capital.



## JEAN CLARY BAGLEY

**Century 21 Clary**  
Founder

Jean Clary Bagley was the first woman Chairman of Virginia State Chamber of Commerce, and has also served on the Board of Directors of Virginia Dominion Power, Virginia Economic Development Partnership, Virginia Health Care Foundation and the Board of Visitors of VMI.

Jean has a passion for helping children in rural southern VA and co-authored an educational program CARES (Children Are Really Special) encouraging corporations to adopt a grade of children and mentor them until they graduate from high school. She and her staff adopted the entire kindergarten in South Hill Elementary in 1995. Partnering with Southside VA Community College, the Century 21 Clary team committed to provide college scholarships at SVCC for all students that graduated from Park View High School in 2008. 83 CARES students attended SVCC, plus 44 enrolled in other colleges and universities.



## JACK BIDDLE

North Bridge Venture Partners  
Co-Founder

Prior to co-founding NBVP in 1996, Jack was President and CEO of InterCAP, a venture-backed computer graphics software company. From 1987 to 1990, Jack rose from Senior Associate to Partner at Vanguard Atlantic, Ltd., a merchant banking group focused on M&A advisory work and control investments in software companies. At VAL, he served as turn-around CEO of a system software company and then as COO of an application software company. Earlier in his career he was an IT Industry Generalist, focused on Telecommunications Technology at the Gartner Group, where he was also Executive Assistant to the CEO, Gideon Gartner. He began his career in 1983 in Austin, Texas at Business Development Partners, an early stage venture capital partnership. Jack holds a BA in Economics from the University of Virginia. Jack currently serves on the Boards of WealthEngine, Vision Chain (Chairman), CorasWorks (Chairman), Triumphant, eMinor/ReverbNation, Starfish Retention Solutions, Shoeboxed, FiberZone Networks, and Appian Corporation.



## THOMAS BOWDEN

Integrity Broadband Networks  
Co-Founder

Thomas Bowden is Co-Founder of Integrity Broadband Networks (a pioneering company in the broadband wireless industry) and was formerly a partner and counsel in multiple law firms. He is currently the solo practitioner as principal of Thomas L. Bowden, Sr., Attorney at law, PLC.

In addition, Thomas serves as a board Member to Virginia Bicycling Federation, Chairman of BikeVirginia (Statewide cycling advocacy and educational organization), Vice Chair of Virginia Business Leadership Network (B2B organization helping businesses successfully hire, train and retain people with disabilities), President of University of Pennsylvania Alumni of Central Virginia, and Co-Founder of CyCor Sports (Professional Cycling Team and Amateur Cycling Club). Thomas is an author on bicycle issues, including safety, economics and cultural aspects and has articles published in national magazines and cycling websites. He is also an avid amateur inventor, boat builder and published photographer.



## THEODORE CHANDLER, JR.

New Richmond Ventures  
Managing Principal

Theodore L. Chandler, Jr. is the Managing Principal for New Richmond Ventures, LLC, a venture development firm dedicated to supporting and growing high impact early stage enterprises in the Richmond Region. NRV's broader vision is to help develop a thriving community of innovative leaders and world-class, well-funded entrepreneurs. Ted has served as Chairman and Chief Executive Officer of LandAmerica Financial Group, Inc. and as Lead Director of Hilb, Rogal and Hobbs Co.; two Virginia based NYSE-listed financial services companies. In addition, he has over 25 years of experience serving on the boards of companies across a variety of sectors. Ted began his career as an attorney at Williams Mullen where he specialized in business, mergers and acquisitions, and securities law. Ted currently serves on the Board of Directors of the Capital Region Collaborative (Co-founder), Partnership for Nonprofit Excellence (Chairman), Richmond Performing Arts Center, Virginia Foundation for Independent Colleges and the VCU Massey Cancer Center (Chairman).



## MARTIN CHAPMAN

Indoor Biotechnologies Inc.  
President

Martin D. Chapman, PhD, is President and CEO of Indoor Biotechnologies, a company he founded and spun out of the University of Virginia. Indoor Biotechnologies is a biotechnology manufacturing company which produces molecular products for allergy and asthma research. The company has manufacturing and R&D facilities in Charlottesville, sales and marketing offices in the UK, and distributors in Japan, Korea and China, with product sales in over 50 countries. In 2011, Dr. Chapman formed CityCampus LLC to preserve and re-develop a historic Art Deco Coca-Cola Bottling Works in Downtown Charlottesville as the CityCampus Biotechnology Center. CityCampus will provide infrastructure for emerging biotechnology and technology-based companies, including a new headquarters for Indoor Biotechnologies. It will create 20,000sf of laboratory space, with the potential to provide ~50,000sf when fully developed. CityCampus will provide essential infrastructure to support innovation, entrepreneurship and economic development in Central Virginia.



## STEVEN CHEN

Totus Strategic Partners  
Chairman & CEO

Steven Chen is a serial entrepreneur and investor with a proven track record of successfully founding startup enterprises, raising venture capital, and providing executive leadership. Previous experience includes several successful CEO positions and CXO of a mid-size public company. Prior achievements include the fifth fastest growing company in the Washington metro area (2003), obtaining \$300M in SBIR Phase III contracts, winning two White House SBIR Tibbetts Awards, earning recognition in the National Research Council book “An Assessment of DoD SBIR”, and winning multiple patents. Areas of technical experience include MEMS, sensors, sensor networks, wireless, cyber security, physical security, energy efficiency, cloud computing, analytics, cyber physical systems and electro-mechanical systems. Affiliation includes Chair of the IEEE 1451.5 Standard for Smart Wireless Sensor Networks, founding board member of the Wireless Industrial Network Alliances, the Founder-Corp, Monte Jade, Mindshare Alumni, Asian American CEO Organization, and Chinese CXO Association.



## JAMES CHENG

Commonwealth of Virginia  
Secretary of Commerce & Trade

As Secretary of Commerce & Trade, Jim Cheng manages the jobs and opportunity agenda for Virginia. In this role, Secretary Cheng oversees thirteen state agencies focused on promoting the growth of Virginia’s vibrant business community and attracting new investment into Virginia’s economy. Secretary Cheng has over 20 years of experience in information technology and government contracting, and is active in angel investment and early stage entrepreneurial ventures of various types. He was most recently the President of Totus Lighting Solutions, a startup efficient-energy firm, and mentored several emerging companies. Secretary Cheng was a board member of the Virginia Small Business Finance Authority from 1999-2007, and is currently a Trustee of the Darden School Foundation at U.Va., and a member of the ODU Education Foundation Board. Secretary Cheng holds a BS Degree in Computer Science from Old Dominion University, a MBA from the Colgate Darden Graduate School of Business and a JD from Georgetown University Law Center.



## BARBARA COMSTOCK

34<sup>th</sup> District of Virginia  
Member, Virginia House of Delegates

Barbara Comstock was elected in 2009, to represent the 34<sup>th</sup> District in the Virginia House of Delegates. She currently serves on the Transportation, Science and Technology, and the Commerce and Labor Committees.

Barbara and her husband Chip, an assistant principal at Oakton High School, are 30 year residents of McLean, Virginia. She served as a senior aide in the 1990s to Virginia Congressman Frank Wolf. She then was recruited to serve on the House Government Reform and Oversight Committee, the largest House committee where she became Chief Counsel and led hearings and oversight of investigations into waste, fraud and abuse. She also served as Director of the Office of Public Affairs for the U.S. Department of Justice from 2002 through 2003. Barbara currently is a founding partner of Comstock Strategies. She also was a founding partner of Corallo Comstock and a partner and principal at Blank Rome, LLP and Blank Rome Government Relations, LLC.



## MARK CROWELL

University of Virginia  
Executive Director for Innovation

W. Mark Crowell joined U.Va. after serving as vice president for business development at the Scripps Research Institute in La Jolla, Calif., and Jupiter, Fla. Prior to joining Scripps, Crowell spent 8.5 years as associate vice chancellor for economic development and technology transfer at the University of North Carolina, after holding similar positions at North Carolina State University (1992–2000) and Duke University (1987–1992). Throughout his career, Crowell has led many public–private collaborations, including most recently a major initiative to work with Alexandria Real Estate Equities Inc. to launch an 85,000-square-foot business accelerator, the Carolina Innovation Center, on UNC’s new research campus, Carolina North. His consulting and advisory activities have included a number of U.S. and international academic and policy groups and associations, including the National Science Foundation, the American Association for Advancement of Science, the National Academies of Sciences, the World Intellectual Property Organization, and the Los Alamos National Laboratory.





## TRIP DAVIS

**Darden School Foundation**  
President & Senior Associate Dean  
for External Relations

Trip Davis is the Senior Associate Dean for External Relations, President of the Darden School Foundation, and Interim CEO of Executive Education. He has responsibility for the foundation's endowment, development, finance, and administration. Mr. Davis oversees the school's Executive Education business, hospitality operation, corporate relations, alumni relations, media relations, marketing and communications. Mr. Davis is the non-executive Chairman of TRX, Inc., a global leader in travel technology and data services. Previously, he led the company from start-up in 1999 to revenue of \$110 million in five years and raised over \$100 million in growth capital. He was named Chairman of the Board in December 2008 and non-executive Chairman in January 2011. He continues to lecture in Entrepreneurship at the McIntire School of Commerce at the University of Virginia. In 2009, he was named the Co-Faculty Director of the Galant Center for Entrepreneurship.



## ROBBY DEMERIA

**RichTech**  
Executive Director

Robby Demeria is Executive Director of RichTech, the Richmond Technology Council, a position he has held since April 2011. RichTech is a member-driven association of businesses and organizations working together to ensure the continued growth of Central Virginia's dynamic technology-based economy.

Prior to joining RichTech, Demeria was the former Vice President of Policy and Chief Lobbyist for the Fairfax County Chamber of Commerce in Northern Virginia.

In December 2011, Demeria was appointed to serve on the VCU School of Business IS Program Advisory Board. He also enjoys serving on the Community Idea Stations' Science Matters Leadership Team.

Demeria is a graduate of George Mason University and resides in Richmond, Virginia with his wife, Sara.



## FRANK DIGIAMMARINO

**Amazon Web Services**  
Director of Innovation & Global  
Expansion

Frank DiGiammarino served as the Deputy and Director of the Recovery Implementation Office that reported to Vice President Biden. In this capacity, he was responsible for coordinating a complex and diverse network of government departments in disbursing \$787 billion to speed economic recovery. A recognized change agent, Frank came to the Executive Office of the President from the National Academy of Public Administration where he was the VP of Strategic Initiatives. Prior to the Academy, Frank spent many years as a senior consultant and strategist, including Director and DoD Practice Area lead at Touchstone Consulting Group, General Manager and Director of Program Management at Sapient Corporation, and Principal Consultant with the state and local government practice at American Management Systems. Frank holds a BA in Political Science from the University of Massachusetts and an MPA from George Washington University. He lives in Bethesda, MD with his wife and three children.



## GLEN DUBOIS

**Virginia Community College System**  
Chancellor

Dr. Glenn DuBois has worked in community college education for more than 30 years. He was hired in the summer of 2001 to serve as the chancellor of the Virginia Community College System. Since then he has led the 23-college system through its first and into its second strategic plan while enduring both unprecedented enrollment growth and unprecedented cuts in state operating funds. Virginia's Community Colleges have signed groundbreaking guaranteed transfer agreements with more than 30 public and private universities; become Virginia's leading provider of workforce development services, helped Virginia close headline-grabbing economic development deals; doubling foundation-led private fundraising; and maintained a tuition rate that is one-third of the comparable rate at Virginia's universities. The Phi Theta Kappa National Honor Society presented DuBois with their State Community College Award of Distinction at its national convention in 2008.



## JASEN EIGE

Commonwealth of Virginia  
Counselor & Senior Policy Advisor

After earning his JD and MPP at Regent University, Jasen Eige clerked for the Honorable Glen M. Williams, Senior U.S. District Judge for the Western District of Virginia. He then joined the Abingdon law firm of Penn, Stuart & Eskridge as an associate. Eige then served in the Office of the Attorney General, beginning with Attorney General Jerry Kilgore.

In 2007, Eige began serving as Chief of Staff and Counsel to then-Attorney General Robert F. McDonnell. Among other duties, he oversaw the Administrative Division of the Office and also took over oversight responsibilities for the Financial Law and Government Services Division. In 2009, Eige joined Governor-elect McDonnell's gubernatorial campaign as Chief Counsel. Among other duties, he assisted with the campaign's policy development efforts. After the election, Eige served as Counsel to the Governor-elect's Transition Office, and in 2011, began serving as the Counselor and Senior Policy Advisor to the Governor.



## GREGORY FAIRCHILD

Darden School of Business  
E. Thayer Bigelow Associate Professor

Gregory Fairchild is a faculty member in the Strategy, Ethics and Entrepreneurship area at the University of Virginia's Darden School of Business. He was recently the lead investigator studying business models and public policy issues in the field of community development finance, an initiative supported by a three-year \$850,000 grant from the John D. and Catherine T. MacArthur Foundation. Fairchild was named one of five high impact research professors, and the sole scholar focused in entrepreneurship by the *Financial Times* (January 2010). In 2009, he received a faculty Pioneer Award presented by the Aspen Institute's Center for Business Education for his leadership and risk taking in integrating ethical, environmental and social issues into the MBA curriculum. In 2011, he was the only academic named as one of "25 Virginians to watch" by *Virginia Business Magazine*. His multidisciplinary work has been cited by *Inc. Magazine*, *The Economist*, National Public Radio, *New York Times* and the *Washington Post*, among others.



## LAURA FORNASH

Commonwealth of Virginia  
Secretary of Education

As a member of the Governor's Cabinet, she assists the Governor in the development and implementation of the state's education policy. Secretary Fornash provides guidance to the 16 public universities, the Virginia Community College System, five higher education and research centers, the Department of Education and the state-supported museums. Prior to this appointment, she served as Deputy Secretary of Education and Executive Director of the Governor's Commission on Higher Education Reform, Innovation, and Investment. Fornash spent 20 years with Virginia Tech in a number of divisions including student affairs, continuing education, distance learning, and government relations. She most recently served as the Director of State Government Relations for the University. She was the school's Restructuring Project Director with the responsibility of managing Virginia Tech's implementation of the 2005 Restructuring Act that created new levels of operational autonomy for all public higher education institutions in exchange for meeting certain academic performance measures.



## PAMELA GAVIN

Gavin Law Offices, PLC  
Managing Member

Pamela C. Gavin is the founding member of Gavin Law Offices, PLC, which is a boutique firm located in Richmond's West End providing intellectual property and entertainment law services. Ms. Gavin began her legal career by practicing at McGuire-Woods LLP, and ReedSmith, LLP where she was a member of the Corporate and Intellectual Property practice groups of each. She was also a member of McGuireWoods' Technology and Venture Capital team, and ReedSmith's Media and Entertainment team and Marketing and Advertising team.

She is a Master of the Bench in Intellectual Property, founding member and Vice President of the Thomas Jefferson Intellectual Property Inns of Court, serves on the Internet Governance and Contractual Relations Committee of the International Trademark Association, and is a current and active member of various Virginia State Bar Committees, and has published articles in her field and served as a speaker in intellectual property related forums.





## FRANK GENOVESE

The Rothbury Corporation  
President

Frank is the President/Owner of The Rothbury Corporation, a Richmond, VA investment company. Since 1980, Frank has been the Chairman, President, Chief Operating Officer, majority owner, and co-owner of nine corporations (four of which were turnarounds) ranging in size from start-ups to a \$200 million multinational corporation with more than 2,000 employees.

Frank has served as Chairman and co-owner of Power Distribution, Inc., Agri-Tech, Inc., Everyday Wireless, LLC, and Progressive Engineering, Inc. Frank currently serves as an advisory board member of the Heart of Virginia Council Boy Scouts of America, is a member of The Batten Institute's Advisory Board and previously served as a Trustee of the Darden School Foundation; Chairman of the Investment Committee of the Virginia Capital Foundation, and board member of the de Tocqueville Society. He also served as a Visiting Lecturer at the Darden School of Business for 13 years, teaching "Acquisition of Closely Held Enterprises."



## ANUP GHOSH

Invincea  
Founder & CEO

Ghosh is also Research Professor and Chief Scientist in the Center for Secure Information Systems at George Mason University. He was previously Senior Scientist and Program Manager in the Advanced Technology Office of the DARPA where he managed an extensive portfolio in information assurance and information operations programs. He previously held a role as Vice President of Research at Cigital, Inc. In his career he has served as principal investigator on contracts from DARPA, NSA, and NIST's Advanced Technology Program and has written more than 40 peer-reviewed conference and journal articles. He was awarded the NSA's Frank Rowlett Trophy for Individual Contributions in 2005 and the Secretary of Defense Medal for Exceptional Public Service for his contributions while at DARPA. Anup was named to the Naval Studies Board for a National Academies Study in 2008 on Information Assurance for Network-Centric Naval Forces and currently sits on a number of advisory boards informing the future of American cyber-defenses.



## JOHN GLYNN

Glynn Ventures  
Founder and General Partner

John Glynn is the founder and General Partner of Glynn Capital Management and Glynn Ventures in Menlo Park, California. Both organizations focus on new market opportunities that can lead to substantial businesses. In recent years, he has been an investor in LinkedIn, Facebook, Fusion-io and Responsys.

Mr. Glynn grew up in VA, holds a BA degree from the University of Notre Dame, a law degree from U.Va., and an MBA from the Graduate School of Business of Stanford University. From 1990 through 2010, he taught two courses in entrepreneurship at the Stanford Graduate School of Business. He teaches both courses at the Darden School at U.Va. and is the Thomas C. MacAvoy Professor of Business Administration. Since 2005 he has taught a class in entrepreneurship at Cambridge University's Graduate School of Business. Mr. Glynn is a Trustee of the University of Notre Dame, and of the U.Va. School of Law.



## DONNA HARRIS

Startup America Partnership  
Managing Director

Donna Harris is Managing Director with Startup America, where she works with entrepreneurs to build strong startup communities that can generate more successful startups and accelerate their growth. Prior to joining the Partnership, Donna was Vice Chair of Interpoint Group, a government markets, government relations, and public affairs strategy and management firm. She was also previously Founder and CEO of Kinderstreet, which sold SaaS enterprise management, commerce, and communication solutions. She was also VP of Strategic Planning, Marketing, and Product Management for Centromine, a provider of web-based clinical/fiscal systems in the Health and Human Services industry. Donna has also previously held a variety of roles at Oracle Corporation and EDS. Donna is an alumna of Springboard Enterprises, an Entrepreneur-in-Residence at Georgetown University and a founding member of FounderCorps. Donna received her bachelor's degree from Central Michigan University and her MBA from The University of Michigan Ross School of Business.



## TODD HAYMORE

Commonwealth of Virginia  
Secretary of Agriculture & Forestry

Todd Haymore became Virginia's Secretary of Agriculture and Forestry for Governor Bob McDonnell in January 2010 after serving as Commissioner of the Virginia Department of Agriculture and Consumer Services since 2007. Haymore serves in Governor McDonnell's Cabinet as the chief marketing and development officer of the state's two largest industries, as well as being responsible for two of the state's most well known agencies, VDACS and the Virginia Department of Forestry. Haymore, who is a native of Pittsylvania County, began his professional career in Washington D.C. as a Legislative Assistant and Communications Director for former United States Representative L.F. Payne (VA-5<sup>th</sup>). Following his time with the congressman, Haymore briefly worked in Danville for DIMON Incorporated, a leaf tobacco company. Haymore then joined Richmond-based Universal Leaf Tobacco Company. He served in various leadership positions from 1999-2007, concluding his time with the company as Corporate Director, External Affairs and Vice President of The Universal Leaf Foundation.



## LISA HICKS-THOMAS

Commonwealth of Virginia  
Secretary of Administration

Lisa M. Hicks-Thomas was appointed by Governor Bob McDonnell to serve as Secretary of Administration for the Commonwealth of Virginia. In this capacity, she oversees a number of state agencies, including the Department of General Services, the State Board of Elections, the Department of Minority Business Enterprise and the Department of Human Resource Management.

Mrs. Hicks-Thomas served as a prosecuting attorney in the Chesapeake Office of the Commonwealth's Attorney prior to joining the Office of the Attorney General as an Assistant Attorney General and Chief of the newly-formed Computer Crimes Unit in 2001. In 2007, Mrs. Hicks-Thomas was appointed to serve as Deputy Attorney General by then serving Attorney General Bob McDonnell.

She received her B.A. from the University of Virginia (1991), and her J.D. from the Marshall-Wythe School of Law at the College of William and Mary (1994).



## ROBERT HURT

5<sup>th</sup> District of Virginia  
Member, U.S. House of Representatives

A native of Pittsylvania County, Robert began his time in public service in 2001 as a member of the Chatham Town Council. From 2002 to 2007, Robert served in the Virginia House of Delegates and represented the 19<sup>th</sup> District in the Senate of Virginia for two years.

Now representing Virginia's 5<sup>th</sup> District in the House of Representatives, Robert is a member of the Financial Services Committee, which has jurisdiction over all aspects of the nation's financial and housing sectors. Additionally, he was appointed by House Leaders to the Cybersecurity Task Force, which seeks to address issues that affect both our national and economic security.

Robert is a graduate of Hampden-Sydney College. He received his law degree from Mississippi College School of Law. Prior to coming to Congress, Robert was engaged in a general law practice in the courthouse town of Chatham. Robert lives in Chatham, Virginia with his wife and their three sons.



## CRYSTAL ICENHOUR

Phthisis Diagnostics  
President & Director of Research

In 2006, Crystal Icenhour, PhD, became President and Director of Research for Phthisis Diagnostics, located in Charlottesville, VA. She is an adjunct assistant professor at Duke University Medical Center's Division of Infectious Diseases in their Department of Medicine. She has expressed a goal of "bridging the translational gap between these two worlds."

She has authored seven patents, has authored and co-authored 13 research articles and theses, and has been a prolific speaker and presenter at scientific conferences. She has served on review panels for National Science Foundation and Environmental Protection Agency Small Business Innovation Research (SBIR) grants. Dr. Icenhour currently serves on the board of the Virginia Biotechnology Association and on the editorial board for the *Journal of Microbiological Methods*. She is a member of the Charlottesville Business Innovation Council, Sigma Xi, Medical Mycology Society of the Americas, National Postdoctoral Association, and the American Society for Microbiology.





**BRUCE KELLEY**  
The Martin Agency  
Vice Chairman

Bruce joined The Martin Agency, a nationally acclaimed advertising agency in Richmond, in 2002. He joined Martin's executive management team as Vice Chairman, bringing with him two decades of agency, brand and business experience. Bruce has held management positions at DDB, Ogilvy & Mather and J. Walter Thompson, where he shepherded marketing and advertising for Proctor & Gamble, Mercedes-Benz, Lipton, Pepsi, Clairol, Sony and Citibank. In addition, Bruce founded and served as CEO of the National Mall Network, a unique medium used by marketers to reach customers at shopping malls. Bruce has served on the board for several Richmond-based organizations, and is currently the Chairman for the Richmond Forum and Founding Chairman of the Richmond BridgePark Foundation. Bruce has a BA in Economics from Lafayette College and an MBA in Marketing from the University of Chicago. Bruce is a frequent guest lecturer at the University of Richmond, UNC and NYU.



**JANET KELLY**  
Commonwealth of Virginia  
Secretary of the Commonwealth

Janet Vestal Kelly was sworn in as Secretary of the Commonwealth on January 24, 2010. She has worked for over a decade in different capacities for Governor-elect McDonnell in both political and governmental roles. As Secretary of the Commonwealth, she has implemented sweeping reforms in efficiency by utilizing technology to eliminate paper-based systems. Her team created and instituted the use of OASYS, an online application system for board and commission appointments. Janet has also managed the historic reforms of the restoration of rights process. She serves on the Virginia Victims of Human Trafficking Steering Committee, the No Kid Hungry Campaign's Collaborating Group, and the Planning Committee for the Richmond Women's Healing Place. Lastly, she serves on the board of LEAD VA, an organization that brings Virginia's leaders together to educate them on issues with statewide significance. Janet lives in Richmond with her husband Ryan and her daughter.



**MARTIN KENT**  
Commonwealth of Virginia  
Chief of Staff

In January, 2010 the Honorable Robert F. McDonnell appointed Martin to serve as his Chief of Staff. Martin serves as the Governor's deputy personnel and budget officer for the Commonwealth, oversees the daily work of the Governor's Office and his cabinet secretaries, and is a primary liaison to the Virginia General Assembly and Virginia's congressional delegation. Until 2001, Martin was in private practice where his emphasis was criminal defense and civil litigation. From 2001-2010, he served in various capacities in the Virginia Attorney General's Office including Chief Deputy Attorney General. His responsibilities included oversight of the operations of the Office and advising the Attorney General on issues of statewide significance as well as managing the Attorney General's policy and legislative agenda.

Martin received a B.S. degree from the University of Richmond and a J.D. degree from Mercer University. He has been a licensed Certified Public Accountant in Virginia since 1993.



**BOBBIE KILBERG**  
Northern Virginia Technology Council  
President & CEO

Bobbie Kilberg is President and CEO of the Northern Virginia Technology Council (NVTC), the largest technology council in the nation. In December 2001, she was appointed by President George W. Bush to the President's Council of Advisors on Science and Technology (PCAST). In June 2012, Governor McDonnell appointed Kilberg as a member of the University of Virginia Board of Visitors. Kilberg served as a White House Fellow to President Nixon, Associate Counsel to President Ford, and Deputy Assistant to the President for Public Liaison and Director of the White House Office of Intergovernmental Affairs for President George H.W. Bush.

In the private sector, Kilberg was an attorney with the Washington law firm of Arnold & Porter, Vice President for Academic Affairs at Mount Vernon College, and Director of the Aspen Institute's Project on the Future of Private Philanthropy. Kilberg is a graduate of Yale University Law School (J.D.), Columbia University (M.A.) and Vassar College (B.A.).

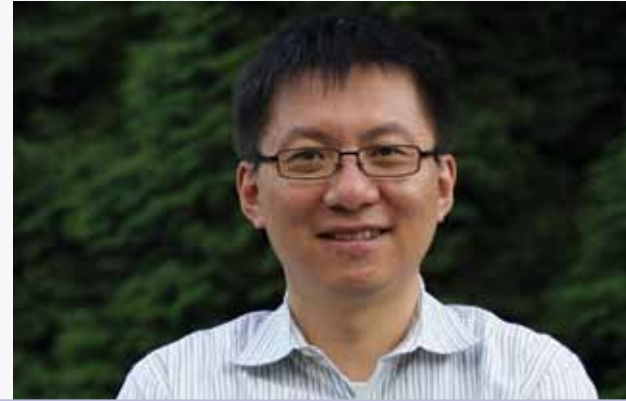


## DAVID LUCIEN

Center for Innovative Technology  
Chairman

David C. Lucien is currently CEO and founder of DCL Associates. Since 1990, Mr. Lucien has served as an advisor or director for various consulting or information technology companies providing strategic advisory services. He also assists various equity funds in the review of current and potential portfolio companies that focus on information technology services, federal services, telecommunications, and the Internet.

He has held several senior-level executive positions including, Chairman and CEO of CMS Information Services, Inc., the founder and principal of Interpro Corporation, a strategic advisory services and M&A firm, and President and CEO of Tempest Technologies, Inc. Mr. Lucien is Chairman of the Center for Innovative Technology, Chairman of The Innovation and Entrepreneurship Investment Authority, a founder and Chairman Emeritus of the Northern Virginia Technology Council, Chairman Emeritus of the Virginia Technology Council and is a recipient of the Earle C. Williams Award for Leadership in Technology.



## DALI MA

Drexel University  
Assistant Professor of Management,  
LeBow College of Business

Dali Ma is Assistant Professor of Management at Drexel University. He received his PhD in sociology from University of Chicago, and his primary interests are cognitive and economic sociology, entrepreneurship, social networks, and transitional China. His research examines academic entrepreneurship, R&D team innovation, venture capital syndication, and a variety of topics in organization theory. His work has been published in the Academy of Management Journal and Social Forces. He received the Louis R. Pondy Award from the Organizational and Management Theory Division (2009) and William H. Newman Award from the Academy of Management (2009), both for best paper based on a dissertation. He is a Batten Fellow at the Darden School of Business in 2012-13.



## TONYA MALLORY

Health Diagnostic Laboratory Inc.  
President & CEO

Tonya Mallory is an award winning American entrepreneur whose pioneering work in the field of chronic disease management has helped propel the field of cardiology and related diseases into the forefront of diagnostic care. HDL, Inc. is a disease management company with clinical laboratory services for both adult and pediatric patients in the areas of cardiovascular disease, heart failure, stroke, diabetes mellitus, metabolic syndrome, and nonalcoholic steatohepatitis.

Since the opening of HDL, Inc. in 2009, Tonya Mallory has won several career awards including: Governor's Award for Science Innovation; Top 25 Businesses of the Past 25 Years by Venture Forum; Muse Award by the Virginia Museum of Fine Arts; Influential Women Award by Virginia Lawyers; Companies to Watch by Venture Forum; Hometown Hero Award by Allen & Allen; All Stars Healthcare Technology Finalist; Style Weekly Executive Women in Business Award 2012, Ernst & Young's 2012 Greater Washington Entrepreneur of the Year Award.



## GARY MCCOLLUM

Cox Communications, Inc.  
Senior Vice President &  
General Manager, Cox Virginia

McCollum joined Cox Communications in 1989 as a manager trainee in Hartford, Conn., and was later promoted to a variety of management roles. In 2006, Gary was promoted to lead the Cox Hampton Roads system and then led the consolidation of all locations into one Virginia operation in 2010. Gary was honored with the prestigious Vanguard Award for Cable Operations Management from the National Cable Telecommunications Association in 2003. He is also the recipient of the Northern Virginia Community Foundation's Community Leadership Award and the Fairfax County NAACP Corporate Trailblazer Award, and has appeared for five years on the CableFAX list of Most Influential Minorities in Cable. McCollum served eight years on active duty as a military intelligence officer and the elite U.S. Army Rangers, and is currently a major in the U.S. Army Reserves. Gary & his wife, Cookie, reside in Virginia Beach and have two daughters.





## DON MERRICKS

16<sup>th</sup> District of Virginia

Member, Virginia House of Delegates

Don Merricks is a lifelong resident of Pittsylvania County. He earned his Bachelor's Degree and MBA from Averett University and completed the School for Bank Administration through the University of Wisconsin.

Merricks spent 25 years in banking eventually serving as the executive vice president of First Virginia Bank-Piedmont. Since 1997, Merricks and his wife Patti have owned and operated J. W. Squire Company, Inc., a building specialties company in Danville. They have two children and two grandsons. In November 2007, Merricks was elected to the Virginia General Assembly House of Delegates representing the 16<sup>th</sup> district.

He currently serves on the boards of the New College Institute, Southern Virginia Higher Education Center, Danville Host Lions Club and Mount Hermon Baptist Church. He is a member of the Board of Directors for Bellevue, Inc. and Virginia Bank & Trust Company and Commissioner for the Virginia Indemnification and Community Revitalization Commission.



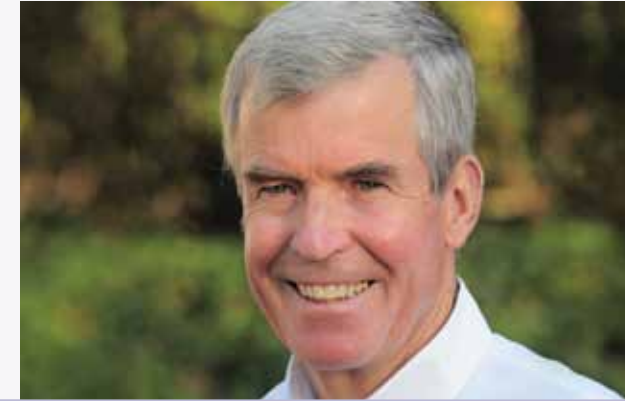
## DOUGLAS MUIR

Muir & Associates, Inc.

CEO

Douglas Muir is a former captain with a US airline and is an authority in business strategy for small to midsize companies, having successfully built several multimillion dollar enterprises from the ground up.

He is considered the start-up guru and speaks internationally on topics of entrepreneurship, innovation, and business growth. He has been interviewed by Gerri Willis of CNN and by Bloomberg Radio, and has been published and quoted in numerous publications including *Business Week* and *The Scotsman Guide*, a prestigious magazine for the banking, mortgage, and investor industry. Douglas was the host of *The Doug and Eric Show* on ABC, "Exposing the Hidden Truths about the Three Credit Bureaus and the Banking and Finance System". He was recently featured in Kaihan Krippendorff's business tactics book, *Hide a Dagger Behind a Smile*, which described how Muir infiltrated the insurance industry and locked out his competition.



## JAMES MURRAY, JR.

Court Square Ventures

Managing Partner

Jim Murray is Managing Partner of Court Square Ventures, a venture capital firm specializing in early stage media technology, communications and information technology investments. Prior to Court Square, he was a founding partner of Columbia Capital, which today manages funds aggregating over \$3billion. Jim is currently a director of four technology firms and the NeuroVenture Fund. He is also co-founder of Aegis Forest Capital.

Jim previously served as a director of over two dozen technology companies including seven firms that were IPOs, publicly listed, or merged into public companies. He is the author of *Wireless nation: the Frenzied Launch of the Cellular Revolution in America* (selected by Booklist as one of the "top ten" business books of 2001). Jim holds a U.S. patent for a wireless maritime ignition control system. He received his B.A. from the University of Virginia and both a J.D. and honorary degree from William and Mary.



## WILLIAM MURRAY

Dominion

Managing Director of Public Policy

William L. "Bill" Murray is currently managing director of public policy for Dominion, a Fortune 200 energy company doing business throughout the mid-Atlantic, Northeast, and Midwest. He previously served as Legislative Director for Governors Tim Kaine and Mark Warner. Prior to working in the Governor's Office, Bill was Vice President for Policy at the Virginia Hospital Association and a senior staff member for the Virginia General Assembly. He has a bachelor's degree from the University of Virginia and a Ph.D. in public policy from Virginia Tech. Bill serves on the Virginia Board of Medical Assistance Services and the Board of Bon Secours Health Source.



**TOAN NGUYEN**  
C'ville Coffee  
Co-Founder & CEO

Toan Nguyen's passion is creating entrepreneurial opportunities for people who don't have access to capital or training so they can pursue their dreams. He believes in the power of business to implement social change. Toan was the driving force behind the creation of the Community Investment Collaborative, a micro-lending institution in Charlottesville that provides business training, funds, and mentoring to minorities and formerly incarcerated individuals. Toan is also currently spearheading the Green Dot Project, a for-profit cooperative business that will provide training and employment for the chronically unemployed, and will serve as a community incubator space. Toan has been a professional photographer for the Houston Astros, gourmet chef, and a construction manager. After graduating from the Darden Business School, he joined Carrier Corporation, a division of United Technologies Corporation. After leaving Carrier, he co-founded with his wife a furniture manufacturing corporation, an internet-based cookie company, and C'ville Coffee, a coffee shop in Charlottesville.



**JONATHAN ORTMAN**  
Ewing Marion Kauffman Foundation  
Senior Fellow

Jonathan Ortman serves as President of Global Entrepreneurship Week now in 125 nations, Chair of the Global Entrepreneurship Congress, Senior Fellow at the Ewing Marion Kauffman Foundation and President of the Washington based Public Forum Institute.

Trained as an economist, with two start ups/exits under his belt, he blogs weekly on high growth entrepreneurship at entrepreneurship.org and has emerged as a chief global strategist in building startup ecosystems around the world. Jonathan lives in Virginia with his wife and three young children.



**MICHAEL PAPAY**  
Northrop Grumman Information  
Systems  
Vice President of Cyber Initiatives

Michael Papay is sector vice president of Cyber Initiatives for Northrop Grumman. He leads Northrop Grumman's cyber strategy development and associated activities to advance the company's leadership role in the cybersecurity community. Dr. Papay has 25 years of experience with Northrop Grumman. He has extensive experience in engineering and developing solutions for the Department of Defense and intelligence community, including intercontinental ballistic missiles; a variety of missile defense systems; command and control systems; networking solutions; satellite and ground systems; airborne intelligence, surveillance and reconnaissance platforms; modeling and simulation programs; and military training tools.

Dr. Papay has a bachelor's degree and a doctorate in aerospace engineering from Virginia Tech, and is a Northrop Grumman Technical Fellow.



**DON RAINEY**  
Grotech Ventures  
General Partner

Don Rainey joined Grotech Ventures as a general partner in September 2007 and currently serves on the boards of Grotech portfolio companies Clarabridge, GramercyOne, HelloWallet, LivingSocial, Personal, SnappCloud, and Zenoss. Currently, he is an emerging technology consultant to the Chief Information Officer of the US Department of Defense through the DeVenCi Program, which is tasked with researching and nominating companies to solve the DOD's unmet technology needs. In 2011, Don was appointed to the James Madison University Board of Visitors by Governor McDonnell and he also serves on the Board of Directors of James Madison Innovations, Inc. As an Organizing Board member of MindShare forum, Don helps CEOs from the DC region's most promising start-ups build long-term sustainable companies. He was included on Washingtonian's Tech Titans list in May 2011. The Northern Virginia Technology Council presented Don with its prestigious "Lifetime Navigator" Award for his work with entrepreneurs in March 2011.





**JEFFREY REED**  
Wireless @ Virginia Tech  
Director

Dr. Reed currently serves as Director of Wireless @ Virginia Tech, one of the largest and most comprehensive university wireless research groups in the US and as the Interim Director for the Hume Center for National Security and Technology. Previously, Dr. Reed served as Director of the Mobile and Portable Radio Research Group and worked as a private consultant and part-time faculty member at UC Davis.

He has authored, co-authored, or co-edited ten books and proceedings, contributed to six books, and authored or co-authored over two hundred journal and conference papers. Dr. Reed became Fellow to the IEEE for contributions to software radio and communications signal processing and for leadership in engineering education. He cofounded, with Dr. James Neel, Cognitive Radio Technologies, LLC which is commercializing cognitive radio techniques. Last year, Dr. Reed served as Associate Editor for two-volume special *Proceedings of the IEEE* on cognitive radio.



**HARRY REIN**  
Foundation Medical Partners  
General Partner

Mr. Rein is General Partner of Foundation Medical Partners. In addition to his previous role as the managing general partner at Canaan Partners, Mr. Rein was responsible for Canaan's Life Sciences Investment Practice. Prior to Canaan Partners, he was president and CEO of GE Venture Capital Corporation. Mr. Rein has extensive experience with small and mid-sized companies, including the supervision of all investments made by GE Venture Capital during his tenure as President. Currently, Mr. Rein serves on the Board of Directors of Anadigics, IlluminOss Medical, and Marinus Pharmaceuticals. Mr. Rein is a recipient of the 2002 NVCA Outstanding Service Award and also serves as a trustee of Cleveland Clinic, and is a member of the Clinic's Research and Education, and Finance and Budget Committees. Mr. Rein is Chairman of the Cleveland Clinic Innovation Advisory Board. He also serves as a trustee of the University of Virginia Darden School Foundation, where he is a member of the executive committee and chairman of the investment committee.



**SUSAN KING ROTH**  
Virginia Commonwealth University  
Senior Associate Dean, School  
of the Arts

Professor Roth leads the Research & Entrepreneurship team in the School of the Arts as well as other academic initiatives. The R&E team promotes interdisciplinary faculty and student projects with a focus on externally funded research, professional growth, corporate and community relationships, and sustainable venture development. She publishes and serves as a consultant on design research and interdisciplinary education for government and academic institutions and participated in the development of VCU's da Vinci Center for Innovation, a partnership of the Arts, Business, and Engineering in collaboration with corporate affiliates. The School of the Arts, ranked #1 public university graduate program in fine arts by *U.S. News & World Report*, engages with members of the university, business, and national communities to promote innovation and creativity through research, service, and professional education in the arts and design.



**JOHN ROTHENBERGER**  
Strategic Enterprise Solutions  
Founder & CEO

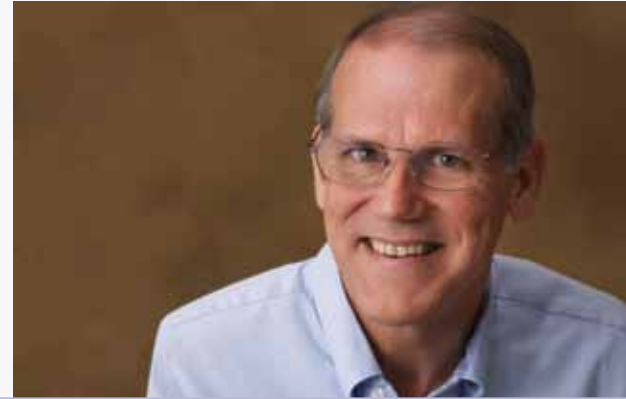
John C. Rothenberger is the founder and CEO of Strategic Enterprise Solutions, Inc. (SE Solutions), a business dedicated to helping government improve our nation's homeland security and defense. He is a successful serial entrepreneur and started his first business, Aspire Technology Group, at the age of 26 and managed the business successfully to an exit in early 2000. Both of John's businesses have received numerous awards including WashTech's Fast 50, Virginia Business Fantastic 50 and Forbes' Inc. 500.

John graduated from James Madison University's business school. He is currently the Chairman of the JMU Center for Entrepreneurship Advisory Board, JMU's first Entrepreneur In-Residence for the College of Business and co-created and co-teaches MGMT 472, Venture Creation, a class focused on undergraduate entrepreneurs and launching viable businesses. John is a founding Board of Directors member of No. Virginia based, FounderCorps, a group centered on mentorship and promoting entrepreneurial development.



**ALLYSON ROTHROCK**  
The Harvest Foundation  
President

Allyson Rothrock has been with the Foundation since it opened in 2002. She previously worked as Interim Executive Director and Assistant Executive Director, where she spearheaded the launch of a major initiative that has since transformed the Henry County and Martinsville Schools Systems. Ms. Rothrock led in the creation of the five-year K-12 partnership among the school systems and the Foundation. She works closely with The Harvest Foundation Board and staff, and the Martinsville-Henry County community to develop effective strategies for community revitalization and enhancement through education, health, arts and economic development. The Harvest Foundation was established from the sale of Memorial Hospital and is committed to honoring the legacy of the hospital using the foundations assets to produce resources for the citizens of Martinsville and Henry County. The Harvest Foundation researches and responsibly invests in programs and initiatives to address local challenges in health, education, and community vitality.



**FRANK RUFF**  
15<sup>th</sup> District of Virginia  
Member, Senate of Virginia

Senator Frank Ruff has served in the General Assembly since 1993 where he began in the Virginia House of Delegates. He was elected to the Virginia Senate in November 2000 to finish the term of the late Richard Holland. He currently serves on the Finance; Local Government, Agriculture, Conservation and Natural Resources; Rules; and General Laws and Technology committees.

Frank takes his responsibilities to Southside Virginia very seriously. For the last several years Frank has focused on economic development, education and workforce training in rural Virginia. He has worked with prospective job creators throughout Southern Virginia.

He works hard to preserve the rural atmosphere and traditions of our area while striving for economic development necessary for preserving our quality of life. Frank has been a leader in the fight for the small-town communities across the Fifteenth Senate District.



**KARL SANCHACK**  
Lockheed Martin Corporation  
Acting Director, Innovation

Karl Sanchack, a results oriented leader focused on profitable growth and innovation, is the Acting Director for Innovation at Lockheed Martin Corporation. Mr. Sanchack leads a global research & development team focused on leveraging new ideas to generate shareholder value. His organization encompasses both internal innovators as well as research partners across academia, national laboratories and industry. This team advances the state-of-the-art with an objective of maximizing return on investment. Mr. Sanchack's vision has resulted in establishing innovation practices, enterprise-wide collaboration systems and external Grand Challenges like Innovate the Future. Mr. Sanchack has over 20 years of experience in executive management roles. Mr. Sanchack received a Bachelors of Arts in Print Journalism from Pennsylvania State University and a Master of Business Administration (MBA), Technology Management from the University of Phoenix. He is also a graduate of the Lockheed Martin Program Management Development Program (PMDP).



**MARK SEALE**  
Blue Ridge Produce  
CEO & Co-Founder

Mark Seale is the CEO and co-founder of Blue Ridge Produce, in Culpeper, Virginia, which specializes in locally-grown fresh-market fruits and vegetables, both organically and conventionally grown on small-to-large-sized diversified farms. Mark is a serial entrepreneur, creating such businesses as Countryside Dry Cleaners, successfully owning and operating several satellite area locations, as well as providing services for many of the military bases in Virginia. As owner and operator of Simply Fresh Produce, a fresh market produce retail outlet in Charlottesville, Virginia, Mark grew the business into Blue Ridge Produce.

Mark also helped create Virginia Sustainable Business Incubator, which provides business entrepreneurs with startup information and an affordable location to do business using offices located at his Culpeper facility. Mark co-owns Farm Community Consulting, the first Benefit Corporation in the state of Virginia, which consults in the food hub industry, both nationwide and internationally.





**THOMAS SILVESTRI**  
 Richmond Media Group  
 Leader

In June 2012, World Media Enterprises named Tom to its leadership team as the vice president of its new Richmond Group. The appointment occurred shortly after Warren Buffett's Berkshire Hathaway acquired the Richmond Times-Dispatch and 62 other newspapers and publications that were owned by Richmond-based Media General Inc. Since January 2005, Tom has been president and publisher of The Times-Dispatch, Media General's second largest newspaper. Prior to this role, Tom was president of Media General's community newspapers, responsible for 20 daily newspapers, more than 25 weeklies in five Southeastern states.

Tom received a Bachelor of Arts from Pace University and holds a Master in Business Administration degree from Virginia Commonwealth University. In 2012, he was named co-chair of the Capital Region Collaborative and president-elect of the Southern Newspaper Publishers Association.



**THOMAS SKALAK**  
 University of Virginia  
 Vice President for Research

Tom is responsible for the integration of scholarship, research, and commercialization across U.Va.'s eleven schools, producing innovation that drives the creative economy. He leads strategic multidisciplinary groups in sustainability, innovation, big data, and bioscience.

Tom was the founding director of the U.Va.-Coulter Foundation Translational Research Partnership that produced a 7-1 return-on-investment. He led the launch of the university-wide OpenGrounds initiative to inspire creative innovation at the intersection of technology, science, the arts, and humanities; the U.Va. Venture Summit, and the U.Va. Bay Game, an interactive computer simulation game that predicts behaviors of the nation's largest estuary. He holds degrees in bioengineering from The Johns Hopkins University and U.C.S.D., and is past-President of the American Institute for Medical and Biological Engineering (AIMBE), representing over 60,000 professionals.



**BOB SLEDD**  
 Commonwealth of Virginia  
 Senior Economic Advisor

Bob Sledd was appointed by Governor Bob McDonnell in January 2010 to serve as Senior Economic Advisor to the Governor. As a member of the Governor's cabinet, Bob works closely with Governor McDonnell and cabinet on job creation and economic development initiatives.

Prior to this appointment, Bob was Chief Executive Officer for Performance Food Group (PFG), a Fortune 500 company, and then as Chairman thru 2008. Bob was most recently managing partner of Pinnacle Ventures LLC. In addition to his business duties, Bob believes that it is important to support the communities in which we live. He is active in many community activities, including: Board of Advocates of Homeward; Virginia Foundation of Performing Arts Trustee; Executive Member of the Richmond Management Roundtable; Member of Capital region collaboration; Board Member of Venture Richmond; and Board Member of the Community Foundation.



**PHILIPPE SOMMER**  
 Center for Entrepreneurial Leadership  
 Director

Philippe Sommer, director of the Center for Entrepreneurial Leadership, is responsible for managing Darden's entrepreneurship program as well as its broader educational efforts around innovation including the recently launched i.Lab. Sommer also works extensively with the larger U.Va. community on new university-wide entrepreneurship initiatives, such as the U.Va. Entrepreneurship Cup. Prior to joining Darden, Sommer was a founding partner of WestMed Venture Funds, publicly registered life-sciences venture-capital funds affiliated with CIBC/Oppenheimer, Inc. He has also served as director of business development in the medical products group for Pfizer, Inc. Sommer has extensive experience in fund management, venture capital, private investments, M&A, licensing and technology transfer. The Center for Entrepreneurial Leadership is part of the Batten Institute. Sommer holds an M.B.A. from Columbia University and a B.A. with Honors from Amherst College.



## KARL STAUBER

Danville Regional Foundation  
President & CEO

Karl Stauber is President and CEO of the Danville Regional Foundation, based in Danville, Virginia. DRF's mission is to be a catalyst for innovation and transformation in the area of Caswell County, North Carolina, Pittsylvania County and Danville in Virginia. DRF invests in efforts to improve the health, economic development, community capacity, education and workforce development of the people of its region.

Stauber has held various philanthropic, government and non-profit positions in Minnesota, Ohio, Colorado, and North Carolina. Stauber earlier served as a senior appointee in the Clinton Administration at the United States Department of Agriculture (USDA) in Washington, D.C. as Under Secretary for Research, Economics and Education. Stauber holds a Ph.D. in public policy from the Union Institute in Cincinnati, Ohio, a certificate from the Program for Management Development at the Harvard Business School, and a B.A. in American Studies from the University of North Carolina-Chapel Hill.



## DENDY YOUNG

McLean Capital, LLC  
Managing Partner

Dendy Young is the Managing Partner of McLean Capital, LLC, a private equity firm, based in McLean, VA, which focuses on investments in government information technology as well as other angel investments.

Mr. Young serves on the Executive Committee of the Northern Virginia Technology Council, where he holds the position of Chairman of the NVTC TechPAC, and on the Board of Directors of Armed Forces Communications and Electronics Association International. He is Chairman of the Board of NavantiGroup, LLC, which specializes in risk assessment and the use of social media in countering violent extremism, and Qlarion, Inc., which provides expertise in business intelligence. In addition, Mr. Young is Lead Outside Director of Obsidian Research, a Canadian company that provides long distance, high-bandwidth data transmission products, and is on the boards of Omnilink Systems, Inc., Internet Broadcasting Corporation, and Optoro, Inc. Mr. Young is Chairman and co-founder of the Personalized Cancer Therapy, Inc.



## MICHEL ZAJUR

Virginia Hispanic Chamber  
of Commerce  
President & Founder

Michel Zajur was born in Mexico City, Mexico, and immigrated to the Richmond, Virginia, area with his family in 1960. His family established the iconic La Siesta Restaurant which he owned and operated for over 35 years. In the 1990s, Michel and his wife Lisa started Siesta Town, a cultural program for young students to motivate them to learn Spanish and give them the opportunity to experience the Hispanic culture. In 1996 the Spanish Academy and Cultural Institute (SACI) was created to teach Spanish and English to businesses and individuals in an innovative practical method of teaching. Today SACI trains Fortune Five Hundred companies, government agencies, and United States military personnel. In 2000, Michel founded the Virginia Hispanic Chamber of Commerce. In 2003, he founded the VAHCC Foundation to provide education, information and resources to the Community. He has developed the Chamber into a powerful state-wide organization with hundreds of members.



## TED ZOLLER

UNC at Chapel Hill  
Director, Center for Entrepreneurial  
Studies & Associate Professor

Ted Zoller is director of the Center for Entrepreneurial Studies and an associate professor of strategy and entrepreneurship at the Kenan-Flagler Business School where he teaches new ventures, business plan and enterprise development, and global venturing courses. Ted is the founding instructor of "Launching the Venture," a startup creation program that has significantly increased the number of companies to spin off from UNC-Chapel Hill.

His research focuses on entrepreneurial firm performance and the social networking implications of entrepreneurial and venture dealmaking networks. He is also an active entrepreneur as the founder of CommonWeal, LLC, a venture analytics firm and accelerator. He also serves as a Senior Fellow at the Ewing Marion Kauffman Foundation, engaged in core strategies of the Foundation in the area of entrepreneurship.



## FEATURED REMARKS FROM



**BOB MCDONNELL**  
Commonwealth of Virginia  
Governor

Bob McDonnell was sworn in as the 71<sup>st</sup> governor of the Commonwealth of Virginia on January 16, 2010. As Virginia's Chief Executive, he has built a record of results. Job creation and economic development remain the governor's top priority. The unemployment rate in Virginia has fallen from 7.2% when McDonnell took office to 5.9% today. The governor has dedicated his life to public service. He served 21 years in the U.S. Army, both active duty and reserve, retiring as a Lieutenant Colonel in 1997. Upon graduating from law school in 1989 he served as a Virginia Beach prosecutor. McDonnell was elected to the Virginia House of Delegates in 1991 and served 14 years representing Virginia Beach. He was elected as the 44<sup>th</sup> attorney general of Virginia in 2005. McDonnell was raised in Fairfax County. He and his wife Maureen have been married for 36 years. They have 5 children, ages 20-31.



**TERESA SULLIVAN**  
University of Virginia  
President

Teresa A. Sullivan is the eighth president of the University of Virginia. Before coming to U.Va., she was the Provost and Executive Vice President for Academic Affairs at the University of Michigan. She was also Professor of Sociology in the College of Literature, Science, and the Arts. Prior to her work at the University of Michigan, Ms. Sullivan was Executive Vice Chancellor for Academic Affairs for the University of Texas System. Ms. Sullivan's research focuses on labor force demography, with emphasis on economic marginality and consumer debt. The author or co-author of six books and more than 50 scholarly articles, her most recent work focuses on measuring productivity in higher education. A graduate of James Madison College at Michigan State University, Ms. Sullivan received her doctoral degree in sociology from the University of Chicago.

# DECLARATION OF PRINCIPLES

The discussions at the Jefferson Innovation Summit :: 2011 yielded the following guiding framework for fostering entrepreneurship and innovation:

***We hold these truths to be self-evident that a flourishing society empowers its people to innovate and create, providing the freedom to bring forth ideas in the pursuit of economic and social well-being.***

Our nation, built upon an unyielding entrepreneurial spirit, has risen to greatness with these essential truths as a foundation. Yet, whenever policies or institutions – both public and private – fall short in these ends then we bear a responsibility to remedy these shortcomings, thereby reinvigorating our society and ensuring no spurious limits on the inventiveness of humankind.

Guided by these principles, we declare that an innovative and entrepreneurial society shall be established and affirmed upon the following foundations:

*Comprehensive educational system that develops and inspires all people to be curious and creative leaders by providing experiential learning opportunities and exposure to imaginative and entrepreneurial role models.*

*Entrepreneurial culture that inspires and empowers communities and individuals to embrace, nurture, and celebrate innovators and entrepreneurs.*

*Collaborative public and private financial institutions that promote appropriate investment in innovative research, entrepreneurial startups, and social enterprises.*

*Progressive immigration policies that attract and retain the best talent in the world and encourage them to work for local businesses and launch their own ventures.*

*Cohesive tax structure that encourages investors, managers, entrepreneurs and inventors to allocate greater risk capital to research, development, and new venture creation.*

*Nimble and professionalized regulatory system that simplifies and harmonizes regulation across nations, states, regions, and municipalities enabling productive and progressive risk taking.*

*Modernized intellectual property laws that reflect the realities of the post-industrial age in order to improve collaborative efficiency and better incentivize the co-creation of new ideas, technologies, and ventures.*

***We declare our intent to honor and support these core principles and to work toward creating and sustaining a flourishing American society of entrepreneurs and innovators.***

# EXECUTIVE TEAM

BATTEN INSTITUTE  
DARDEN SCHOOL OF BUSINESS

Micheal Lenox  
Sean D. Carr  
Dan Bierenbaum

OFFICE OF THE  
GOVERNOR OF VIRGINIA

Jim Cheng  
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*“I like the dreams of the future  
better than the history of the past.  
So good night! I will dream on ...”*

*— Thomas Jefferson to John Adams  
Monticello, August 1, 1816*

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