



Innovation Finance WebCourse

May 8-9, 2012

Daily: 12-5pm (EDT)

Speaker Biographies

Clayton Besch

Director, Small Business Technology Investment Fund (SBTIF)
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Clayton Besch III is Director of the Small Business Technology Investment Fund (SBTIF) at Empire State Development. The New York State Foundation for Science, Technology and Innovation (NYSTAR) formerly oversaw the SBTIF before it merged with Empire State Development earlier this year. The SBTIF provides early stage high-tech companies throughout New York with a potential source of venture capital to promote new job creation and economic growth.

Prior to joining NYSTAR, Mr. Besch worked at the New York State (NYS) Department of Economic Development, where he ran the Asian Office, introducing NYS companies to sales opportunities in Japan and Korea and introducing Japanese companies to strategic opportunities in NYS.

Before NYSTAR, he spent a number of years at SOFTBANK INC. as development advisor, working with SOFTBANK's worldwide VC network, including GrandBanks Capital, Mobius Ventures and SOFTBANK Capital Partners.

Mr. Besch is currently an observer on the boards of e2e Materials and Float Tech Inc. Mr. Besch holds a BS from Hamilton College in NYS, an MS from Nagasaki University and a PhD from Tokyo University.

Doug Branch

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Douglas A. Branch is a Director and Shareholder in the Business Department and leads the Firm's Securities and High Technology practice groups. Mr. Branch practices corporate, securities and technology law, with an emphasis in the representation of emerging technology companies, principally those engaged in biotechnology and life sciences. A native Oklahoman, Mr. Branch is the former Chairman of the Oklahoma Center for the Advancement of Science and Technology (OCAST) and he also served as Chairman of the Oklahoma Academy. In 2009, Doug received The Oklahoma Academy's Key Contributor Award. He is listed among the Best Lawyers in America in the categories of Venture Capital and Securities Law. Mr. Branch was born in Norman, Oklahoma and was raised in Drumright, Oklahoma.

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Steve Cohen

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Steve Cohen is Deputy Commissioner at Empire State Development (ESD) where he heads the Economic Empowerment Department, which includes the Division for Small Business, the Division for Minority and Women Business Development, the Empowerment Zones Corporation, the Affirmative Action Unit, and the Economic Revitalization Unit. Prior to joining ESD, Steve was Senior Vice President at Seedco/Seedco Financial, where he oversaw the community economic development programming, as well as program development and government relations for Seedco Financial. Steve also founded and ran a small music production company in San Francisco and held a number of positions in consulting and economic development. Steve holds a bachelor's degree in political science from UC Berkeley and a master's in public administration from Harvard's Kennedy School of Government.

Steve Grizzell

Managing Director
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Steve Grizzell is a 20-year veteran in entrepreneurship, finance, innovation and economic development. His experience began in the mid-1980s when he consulted for the World Bank and U.S. Agency for International Development. To date, Steve has been directly responsible for more than 200 transactions, the majority involving technology-based companies. He maintains regular communication with some of the more significant companies in which he has invested, which provides a wealth of experience on matters such as fund raising, board formation and personnel recruitment.

Steve sits on numerous boards including the National Association of Seed and Venture Funds (NASVF) and serves on the boards of the Wasatch Venture Fund, MountainWest Venture Group and Utah Valley Entrepreneur Forum. Steve has consulted around the world in countries such as Morocco, Norway, Romania, Indonesia, Thailand, and the Philippines. He holds an MBA from the University of Utah, a Masters of Computer Applications in Education from the University of Massachusetts in Amherst, and a BS in Anthropology from Michigan State. Steve speaks Indonesian and is an avid skier.

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Robert Heard

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Robert Heard is a Cimarron Managing Director and Founder. Over the past 20 years, he has founded 3 funds of funds and one direct fund. In 1994, Robert formed Edge Development Capital, Inc., the predecessor to Cimarron, specializing in partnership investing. He continues to lead Edge and through it to serve as fund manager of Cimarron Business Capital, LP, and the Oklahoma Capital Investment Board.

Robert was a founding director of the National Association of Seed and Venture Funds (NASVF) and co-authored the National Governors' Association study, "The Experience of States with Seed and Venture Capital." He currently sits on the Advisory Committees of numerous private equity funds and is a member of the National Advisory Council of the Federal Laboratory Consortium for Technology Transfer.

Robert earned his undergraduate degree from the University of Oklahoma and his MBA from the J.L. Kellogg Graduate School of Management at Northwestern University. He makes his home in Oklahoma City.

Paul Huleatt

CEO
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Mr. Huleatt has over 10 years experience in venture capital investing, technology lending and leveraged debt financings. He currently serves as CEO of the WBT Innovation Marketplace, an annual event showcasing seed and pre-seed stage technologies developed at top universities, federal labs, federal agencies and federally supported research and development institutions. Paul began his career as an Associate with First Interstate Equity Corporation, the Small Business Investment Company (SBIC) of First Interstate Bank. He later served as Senior Associate with Wasatch Venture Fund, an SBIC and affiliate of Draper Fisher Jurvetson. Prior to establishing the WBT Innovation Marketplace, Paul served as Vice President and Business Development Officer for the Arizona office of Silicon Valley Bank. Paul received his undergraduate degree in Finance from Northern Arizona University and his MBA from Arizona State University.

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Katie Kramer

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As Director of Education & Programs for the Council of Development Finance Agencies, Katie Kramer coordinates the Council's expansive educational offerings including CDFA's Training Institute and Development Finance Certified Professional (DFCP) Program. Ms. Kramer is also responsible for managing all of CDFA's outreach and programming efforts including field seminars, webinars, and design and communications activities. Prior to this role, Kramer served as CDFA's Development Director for five years managing membership and sponsorship activities and assisting with the planning and marketing of CDFA's events and publications. Previously, Ms. Kramer worked in the Assessment Division at Ballard & Tighe, Publishers as Project Coordinator where she managed projects involved with the development of standardized language tests. Prior to Ballard & Tighe, Ms. Kramer was employed by Scripps College as Assistant Director of the Annual Fund where she organized fundraising campaigns for alumnae, parents, and students. She studied art history at Scripps College and is a graduate of Cleveland State University.

Christian Renaud

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Christian Renaud is the CEO of Present.io, Principal at StartupCity Des Moines, and is one of the architects behind StartupIowa. Christian was previously CEO of Palisade Systems, CEO of the Technology Intelligence Group, Vice President of Business Development for Windmill Networks, and Chief Architect of Networked Virtual Environments for Cisco Systems. In addition, Christian holds advisory and board positions with a number of technology startups, European Commission projects, the Iowa Governor's STEM Council, and the Technology Association of Iowa.

Alan Taetle

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Alan Taetle joined NMP in 1998 and has focused his investment activities on software and information technology companies. He currently represents NMP on the boards of Acumen Holdings, Clearleap, Half Off Depot, Movero, Virtustream and Vocalocity, and oversees one other investment, Damballa. Alan was previously a director or observer for several prior NMP

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investments, including SecureWorks (sold to Dell), Adjoined Consulting (sold to Capgemini), OpenSite Technologies (sold to Siebel Systems), CipherTrust (sold to Secure Computing), and PRE Holdings (sold to InComm).

Prior to joining NMP, Alan was the Executive Vice President of Marketing and Business Development for MindSpring (which merged with EarthLink in 2000). Alan joined MindSpring as its 13th employee in 1995, and oversaw the company's subscriber growth from 4,000 to over 325,000 in just three years. Prior to MindSpring, Alan served in various systems and product management roles with CogniTech Corporation, makers of contact management software; Itochu International, a Japanese trading company; and Electronic Data Systems, a systems integration consulting company. Alan is a previous board member of ChoicePoint, Inc., a NYSE company (acquired by Reed Elsevier in 2008) focused on providing information that helps companies make educated, intelligent choices to reduce risk and fraud.

Alan is the Immediate Past Chair of the Florida Venture Forum and serves on the board of the Atlanta CEO Council. Alan serves on the Board of Advisors of the Georgia Tech College of Computing. He is also a charter member of TiE Atlanta. Alan serves on the Board of Directors of GivingPoint, a nationwide community-based youth development organization. Alan received a BA from the University of Michigan and an MBA from Harvard Business School.

Jim Troxel

Team Leader

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Jim Troxel is Team Leader for DCN's WBTangels initiative which is a network of angel funds that work together to invest in entrepreneurial ventures. Each angel fund has the opportunity to leverage a national network of technology, talent, and capital sources provided through the WBT Innovation Marketplace and other partners.

Jim is a Founder of Development Capital Networks and in his career he has inspired over 70,000 people in his seminars and workshops ranging from change management, to adult education and participative planning. Jim served as Training Director for the National Association of Seed and Venture Funds and has led over 1000 workshops in 21 countries and close to 100 seminars on seed investing for entrepreneurs and angel investors.

He is an author and consultant to public service organizations and private companies worldwide. He is also a founding partner of Millennia Consulting, LLC. During his career Jim has launched five businesses and served as an advisor to countless others. He guides the design and delivery of conferences and workshops of DCN clients, trains the facilitators for seed investing seminars and leads the development of new training events.

As an adjunct faculty member of DePaul University in Chicago, Jim has created a new course on "Facilitating Adult Learning". He also has served as a judge for the university's New Venture Challenge, a business plan competition for students. He is also an officer of DePaul's President's Club Advisory Council.

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