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*Bio* Mid-America  
Venture Forum

07

September 24–26, 2007  
Hyatt Regency  
Milwaukee, Wisconsin

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*Bio*<sup>®</sup>  
BIOTECHNOLOGY  
INDUSTRY ORGANIZATION



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BIO Mid-America Venture Forum 2007

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## BIO Mid-America Venture Forum 2007

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*BIO Mid-America Venture Forum 2007 is produced by the  
Biotechnology Industry Organization in collaboration with*

**Wisconsin Biotechnology and Medical Device Association**

**BioOhio**

**Colorado Bioscience Association**

**Illinois Biotechnology Industry Organization**

**Indiana Health Industry Forum**

**Iowa Biotechnology Association**

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## Co-Host

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**Mid-America Healthcare Investors Network (MHIN)**



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# Conference Program

BIO Mid-America Venture Forum 2007

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## ***Welcoming Remarks***

- Alan Eisenberg; Executive Vice President, Emerging Companies and Business Development; Biotechnology Industry Organization (BIO)
- Dan Broderick; Venture Partner; Prolog Ventures

## ***Opening Plenary Session***

### **The Business of Stem Cells and Existing Models**

This panel will explore the complexities of commercializing Stem Cells. Panelists will try to answer questions such as: What are the scientific obstacles? What do investors/potential investors want to see? What areas hold most promise? Are there regulatory or reimbursement issues to consider?

#### MODERATOR:

- Michael J. Werner; President; The Werner Group

#### PANELISTS:

- Elizabeth L. R. Donley, JD, MBA, MS; Chief Executive Officer; Stemina Biomarker Discovery
- Michael Haider; President and CEO; BioE, Inc.
- Nicholas J. Seay; Chief Operating Officer; Cellular Dynamics International and Stem Cell Products, Inc.
- Jennifer L. Williams; Market Analysis Manager; Wisconsin Alumni Research Foundation

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#### ***Who's Who***

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**Alan F. Eisenberg** serves as Executive Vice President for Emerging Companies and Business Development at the Biotechnology Industry Organization (BIO). In this role, Eisenberg manages and directs emerging company matters at BIO including those related to capital formation policy and human health policy as it relates to emerging companies as well as business development, investor relations, and other services for the over 600 emerging company members of BIO.

Previously at BIO, Eisenberg served as Executive Vice President for Advocacy, Operations, & Communications. In this capacity, Eisenberg acted as a senior advisor to BIO President & CEO Jim Greenwood and was responsible for BIO's communications function, including all media and public relations, as well as state government relations, Board operations, and BIO's political action committee.

Previously, from March 2001 through October 2004, Eisenberg served as Health and Economics Policy Advisor to Greenwood during his tenure in Congress. In this role, Eisenberg was extensively involved in the enactment of several public laws including the Medical Device User Fee and Modernization Act (P.L. 107-250) and the Best Pharmaceuticals for Children Act (P.L. 107-109).

Prior to that, Eisenberg briefly served on the staff of the Senate Health, Education, Labor and Pensions Public Health Subcommittee as Health Policy Advisor and also was a legislative assistant for Congressman John Shadegg (R-AZ).

Before coming to Washington, Eisenberg spent four years with Ford Motor Company in Dearborn, MI, as a research economist and finance manager in manufacturing. As an economist, Eisenberg was responsible for conducting and overseeing the development of analyses relating to a variety of regulatory and tax matters.

Eisenberg holds a Master in Public Policy degree from Harvard University (Kennedy School of Government), a Master of Science in Finance degree from George Washington University, and a Bachelor of Science degree from Union College.

**Dan Broderick** is a venture partner at Prolog Ventures. He has nearly 20 years of experience in early-stage investing, venture fund management, and technology commercialization. Dan came to Prolog from Mason Wells Private Equity, which he joined after launching a corporate venture capital fund and serving as the director of technology commercialization at the Mayo Clinic. At Prolog he concentrates on specialty pharmaceuticals and analytical platforms and services. Dan is a member of the National Venture Capital Association Board of Directors

and chairs its research committee. He is the Founder and President of the Mid America Healthcare Investors Network. Dan holds a bachelor's degree in biology from Iowa State University.

**Michael J. Werner** is President of The Werner Group ([www.thewernergroup.net](http://www.thewernergroup.net)), a Washington DC-based firm that provides legislative, regulatory, and bioethics consulting services for life sciences companies, health care providers, health plans, investors, and broad-based coalitions. Michael has over 20 years of health care law, policy development and legislative/regulatory advocacy experience in Washington and is a leader in the biotechnology industry.

Prior to founding The Werner Group, Michael was Chief of Policy for the Biotechnology Industry Organization (BIO), representing over 1000 biotechnology companies in the US and other countries. In that role, he was responsible for virtually all major issues affecting biotech companies including: drug evaluation and review by FDA; CMS policies and reimbursement, Medicare, intellectual property, stem cell research and other sensitive bioethics issues.

Michael is also a founding member of the Board of Directors of the Coalition for the Advancement of Medical Research (CAMR), an organization of almost 100 nationally-recognized patient organizations, universities, scientific societies, foundations, and individuals that advocates for the advancement of breakthrough research and technologies in stem cell research and related fields.

Before coming to BIO, he spent six years as Counsel for Legislation and Policy for the American College of Physicians where he performed legal analysis, and congressional and regulatory advocacy on such issues as Medicare reform; liability reform; integration and delivery system re-structuring; quality improvement; and end of life care. He is currently a member of the Ethics Committee of the Biomedical Engineering Society.

Michael was senior health care advisor to US Senate Majority Leader George Mitchell, a congressional investigator for the US Senate Special Committee on Aging, and senior advisor to Maryland Governor William Donald Schaefer.

Michael is a heavily sought-after speaker for meetings and conferences, and the author of over 30 published articles. His most recent article "Managing Conflicts of Interest: A Survival Guide for Biotechs" appears in the February issue of *Nature Biotechnology*. He is a frequent media commentator and has appeared in *The Wall Street Journal*, *The Washington Post*, *BIOWorld*, *Congressional Quarterly*, and *The Baltimore Sun*, as well as on many TV and radio news programs.

Michael is a graduate of The University of Michigan and George Washington University Law School. He is married with two daughters. In addition to his family and his business, Michael's passion is University of Michigan football.

**Elizabeth L. R. Donley, JD, MBA, MS**, is Chief Executive Officer of Stemina Biomarker Discovery. Ms. Donley is a patent attorney who brings a unique combination of business and legal experience to Stemina. Ms. Donley served as General Counsel and Director of Business Development for the Wisconsin Alumni Research Foundation for more than eight years.

During her tenure at WARF, Ms. Donley also served as Managing Director of both WARF subsidiaries: WiSys Technology Foundation (WiSys) and WiCell Research Institute (WiCell). WiSys provides patenting and licensing services to all of the UW System. WiCell distributes Human Embryonic Stem (HES) cells, trains researchers worldwide and conducts important research involving many aspects of HES cell research.

Prior to joining WARF in 1998, Ms. Donley practiced law with the law firm of Quarles & Brady in the areas of intellectual property law, business transactions, securities and corporate law.

Ms. Donley has a law degree from the University of Wisconsin Law School, an MBA in finance from the UW-Whitewater and an MS in bacteriology from the UW-Madison.

**Michael Haider** joined BioE in October 1998 as chief financial officer and a member of the company's board of directors. Since April 2001, he has served in his current role of president and chief executive officer. Haider has more than 30 years of financial and business management experience. Prior to joining BioE, he was owner of Kodiak Restoration, a dental and medical equipment service company; president and co-founder of PulseTrend, Inc., a maker of ambulatory blood pressure devices; and vice president and CFO of PPT Vision, a producer of machine vision technologies. Prior to these endeavors, Haider held a variety of positions in corporate finance at Medtronic, Inc., a leading provider of medical devices. He was named one of Twin Cities-based Finance and Commerce's "Innovators of The Year" in 2003. Haider holds a bachelor of science degree from St. John's University in Collegeville, Minnesota.

**Nicholas J. Seay** is responsible for day to day management and science direction of two related stem cell companies. Also, Mr. Seay is at Quarles & Brady, Madison, WI, 1989 to date. Engaged in the practice of law, specializing in biotechnology patent law, currently in phased retirement

Education: J.D. with honors, National Law Center, George Washington University, Washington, DC 1977, B.S. major in Electrical Engineering, Cornell University, Ithaca, NY 1972.

Professional: Admitted to practice in the United States Patent and Trademark Office (1974), Virginia (1977), Wisconsin (1977), Seventh Circuit (1981) and Federal Circuit (1982) Courts of Appeal

Member: State Bar of Wisconsin, Dane County and American Bar Associations, Wisconsin and American Intellectual Property Law Associations

Speaker: American Intellectual Property Law Ass., Biotechnology Industry Org., American Society of Agronomy, American Seed Trade Ass., Wisconsin Intellectual Property Law Ass., Wisconsin Biotechnology Assoc., Iowa Biotechnology Assoc.

- Rated AV (highest rating) by Martindale-Hubbell Law Directory
- Listed in Best Lawyers in America
- Listed in the Best Lawyers in Madison by Madison Magazine

**Jennifer L. Williams.** *Credentials:* B.S. Marketing and BS in Health and Sports Studies (Miami University), M.B.A. (Case Western Reserve University); eight years experience in market analysis, strategic forecasting, financial valuation, product development, and business development in pharmaceuticals, biotechnology and stem cells. Prior to joining WARF, Jennifer worked in market analysis, product development and business development at Morton Grove Pharmaceuticals, Athersys and Wachovia Securities.

*Responsibilities:* Researches market information, evaluates benefits of new technology and assists the Licensing Managers with partner identification, technology valuation and commercialization strategy.

## Workshop

### Healthcare and Venture Capital in the Midwest

**SPONSOR:** Robert W. Baird Co., Inc.

This panel will discuss the state of the life science industry in the Midwest with a focus on venture capital formation and support of the industry as well as issues surrounding recruiting management and syndicating deals.

**MODERATOR:**

- Peter K. Shagory; Partner; Baird Venture Partners

**PANELISTS:**

- George Emont; Venture Partner; Triathlon Medical Ventures
- Gregg Fergus; Executive-in-Residence; Baird Venture Partners
- John Neis; Co-Founder and Managing Director; Venture Investors LLC
- James A. Scozzie; Senior Vice President; BioEnterprise

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#### *Who's Who*

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**Peter K. Shagory.** Pete Shagory is a Partner with Baird Venture Partners and oversees the healthcare and life sciences investment effort. Prior to joining Baird Venture Partners in early 2004, Pete spent five years at Vector Fund Management, L.P., a life-sciences venture capital firm, investing broadly across the medical device and biotechnology fields. Prior to Vector, he spent over six years in corporate finance, mergers & acquisitions and merchant banking at J.P. Morgan & Co. and Banc One Capital Corporation. Pete received his undergraduate degree in Business Administration and Finance from Miami University in Oxford, Ohio and his MBA from the Amos Tuck School at Dartmouth College.

**George Emont** is a Managing Partner of the Kentucky Seed Capital Fund and a Partner of Triathlon Medical Ventures.

Mr. Emont's over two decades of health care industry experience include 12 years in venture capital. Prior to joining Triathlon and KCSF, Mr. Emont was the Director of Venture Capital for Humana Inc. where he managed a venture capital fund that made investments totaling over \$75 million in 11 portfolio companies and three venture funds.

Mr. Emont's resume includes service with Baxter Healthcare Corporation and IAI Venture Capital Group, followed by the successful launch and eventual sale of oncology-focused biotechnology start-up OncoTherapeutics.

Mr. Emont currently represents Triathlon on the board of Celleration. He is also on the boards of ApolImmune, a company that develops vaccines using a proprietary technology to deliver proteins; RhinoCyte, Inc., a biotechnology company that has developed a method of isolating adult stem cells located in the olfactory regions of the human nasal passageway for therapeutic use in spinal cord injury, Parkinson's Disease, MS and ALS; and Elderserve, a non-profit agency that provides services to over 8000 senior citizens in Louisville, Kentucky the surrounding area.

Mr. Emont is from Granville, Ohio, holds a BA from Oberlin College in Oberlin, Ohio, and an MBA from the University of Chicago.

**Gregg Fergus** is an Executive-In-Residence working with the healthcare and life sciences team to source and evaluate new investment opportunities. In addition, through his experience as an executive in the Life Science Industry, he contributes value-added operating experience to Baird Venture Partners portfolio companies. Prior to joining BVP, Gregg was with Affymetrix for nine years, where he most recently served as Senior Vice President of Sales and Global Operations, growing the business to over \$300 million in annual revenue. Gregg also held high-level commercial roles at VWR Scientific, Covance and Amersham, now part of GE Healthcare. Gregg currently sits on the Board of NimbleGen Systems Inc. and is a corporate development consultant for Caden Biosciences, a Baird Venture Partner portfolio company. He earned his Bachelor of Science degree in Bacteriology from the University of Wisconsin.

**John Neis** is a Managing Director of Venture Investors LLC, an early stage venture capital firm with offices in Madison, Wisconsin and Ann Arbor, Michigan. The firm has five venture capital funds under management that are focused on opportunities emerging from leading research universities in the Midwest. John heads the firm's Health Care practice. His twenty-two years in the venture capital industry has enabled him to experience several industry cycles, and to serve on the Board of Directors of companies from formation through IPO or sale. He currently serves on the Board of Directors at TomoTherapy, Inc. (NASDAQ:TTPY), Virent Energy Systems, Inc., and Deltanoid Pharmaceuticals, Inc. He is a former member of the Board of Directors of several firms including Third Wave Technologies, Inc. (NASDAQ:TWTI) and NimbleGen Systems, Inc. (acquired by Roche). He was appointed by the Governor to the Board of the Wisconsin Technology Council, the science and technology advisor to Wisconsin's Governor and Legislature. He also serves on the Advisory Board of the Weinert Applied Ventures Program in the School of Business and Tandem Press in the School of Education at the University of Wisconsin – Madison. He graduated Magna Cum Laude with a BS in finance from the University of Utah, and received a MS in Marketing and Finance from the University of Wisconsin – Madison. He is a Chartered Financial Analyst.

**James A. Scozzie.** Jim has an extensive background in biopharmaceutical research, development and commercialization. He leads the BioEnterprise biopharmaceuticals team, both advising current companies and leading the evaluation and development of new opportunities. Most recently, Jim was part of the founding management team of Ricerca, a contract R&D company supporting the commercialization of new drugs, biomedical devices and other life science targeted products. He served as its President and COO for 16 years.

Jim received his PhD in Chemistry from Case Western Reserve University and then spent 16 years with Diamond Shamrock Corporation where he held a number of research and research management positions and with a Diamond-Japanese JV, SDS Biotech where he was Director of Corporate Research. Jim is a member and past Chairman of the Board of the State of Ohio's Edison Biotechnology Center, BioOhio, and a past member of the Board of Governance of the State of Ohio's Edison Biotechnology Institute.

## Workshop

### FDA: What's Coming Up Next?

This panel will discuss the changes that industry can expect as a result of PDUFA IV. Will pre-market review times speed up and first cycle approvals increase? How will a life cycle approach to product evaluation impact the cost of launching a new drug? How will post-market data be collected and what will be the role of FDA and biotechnology companies in a private-public partnership for active post-market surveillance? Will information technology enhancements and Critical Path advancements improve FDA's efficiency? When will FDA start to roll out these changes?

#### MODERATOR:

- Dan Broderick; Venture Partner; Prolog Ventures

#### PANELISTS:

- Andrew Emmett; Director, Science and Regulatory Affairs; Biotechnology Industry Organization (BIO)
- Steven Irizarry; Vice President, Government Relations; ML Strategies, LLC
- Kelly Slone; Director, Medical Industry Group; National Venture Capital Association

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#### Who's Who

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**Dan Broderick** is a venture partner at Prolog Ventures. He has nearly 20 years of experience in early-stage investing, venture fund management, and technology commercialization. Dan came to Prolog from Mason Wells Private Equity, which he joined after launching a corporate venture capital fund and serving as the director of technology commercialization at the Mayo Clinic. At Prolog he concentrates on specialty pharmaceuticals and analytical platforms and services. Dan is a member of the National Venture Capital Association Board of Directors and chairs its research committee. He is the Founder and President of the Mid America Healthcare Investors Network. Dan holds a bachelor's degree in biology from Iowa State University.

**Andrew J. Emmett** is Director for Science and Regulatory Affairs at the Biotechnology Industry Organization (BIO). In that role, Andrew develops and implements strategic BIO responses to scientific and regulatory issues that affect the ability of BIO's human healthcare focused companies to research and develop products, and to bring these products to market. Specifically, Andrew leads BIO's efforts relating to the reauthorization and implementation of the Prescription Drug User Fee Act (PDUFA). In addition to PDUFA, he coordinates BIO activities regarding pharmacovigilance, anti-counterfeiting, health information technology, and FDA funding. Prior to joining BIO's Science and Regulatory Affairs group, Andrew worked in BIO's Federal Government Relations department where he focused on reimbursement, biodefense, and intellectual property issues. He holds a Master's of Public Health from George Washington University and an undergraduate degree from Cornell University.

**Steven Irizarry** is Vice President of Government Relations for ML Strategies, LLC, the lobbying affiliate of the Boston-based law firm Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, PC.

Steven specializes in federal health care programs and legislation, with an emphasis on pharmaceutical, medical device and life sciences issues. Steven's expertise comes from having served eight years as health counsel in both the US Senate and House of Representatives, including four years as Food and Drug Administration (FDA) Counsel on the Senate Health, Education, Labor and Pensions (HELP) Committee under then-Chairman Judd Gregg (R-NH). Prior to joining the Senate HELP Committee, Steven served as chief health advisor to US Senator Chuck Hagel (R-NE), and as counsel on the House Commerce Committee under then-Chairman Tom Bliley (R-VA), where in addition to FDA issues, he worked on health insurance, Medicare and Medicaid issues.

During his tenure in Congress, Steven played a significant role in the development of several key legislative initiatives. In 2002, Steven served as the lead Republican Senate negotiator during reauthorization of the Prescription Drug User Fee Act. Additionally, Steven was one of the principal authors of both the Animal Drug User Fee Act of 2003, and Medical Device User Fee and Modernization Act of 2002. Steven was also the chief architect of the Greater Access to Affordable Pharmaceuticals Act of 2003, which instituted the most comprehensive reform of the Drug Price Competition and Patent Term Restoration Act (Hatch-Waxman) since the law was created in 1984. Steven

was also instrumental in crafting legislation that promoted greater collaboration between the pharmaceutical industry and FDA in the development of products intended to defend against the threat of bioterrorism, including the Public Health Security and Bioterrorism Preparedness and Response Act of 2002, and Project BioShield Act of 2004.

Steven is a frequent lecturer, keynote speaker and panelist on health care issues facing Congress. In describing Steven's expertise and influence in shaping federal health care policy, a leading trade publication described his "departure... from the Senate staff [as] the type of individual personnel change in Washington that can slow an important policy debate. His departure from the Hill took one of the few top staffers who deeply understood the issues out of the direct process of developing legislation." The Regulation, Policy & Market Access (RPM) Report, January 2006.

Steve received his BA from Georgetown University, and his JD from Arizona State University.

**Kelly Slone** joined the National Venture Capital Association (NVCA) in April 2005. NVCA represents over 450 venture capital and private equity organizations. Its mission is to foster the understanding of the importance of venture capital to the vitality of the US and global economies. Kelly is the Director of the Medical Industry Group (MIG) for NVCA. She is responsible for raising the visibility of the life science investors in the development of medical therapies and technologies. She is also is the lead lobbyist on policy issues that primarily impact life science investors.

Kelly spent eleven years as Senior Director of Legislative and International Trade Affairs for Baxter Health Corporation, a fortune 50 health care company. In this capacity she lobbied, developed and implemented strategies on a wide range of issues including FDA reform, the development of FDA user fees, product liability and various corporate tax issues. She also managed the company's political action committee.

Prior to joining Baxter, Kelly held other health care policy related positions including a two year political appointment at the Department of Health and Human Services Office of the Assistant of Legislation and two years staffing Senator Orrin Hatch who was the Chairman of the Senate Labor and Human Resources Committee.

Kelly earned her Bachelor of Science Degree at the University of Utah.

## *Luncheon Keynote*

### GE Healthcare's Vision

Mike Barber, Chief Technology Officer for GE Healthcare, will share insights on GE's Early Health strategy, which focuses on leveraging breakthroughs in technology and bio-science to transform healthcare through earlier diagnosis, information, intervention and ongoing monitoring of disease and disease indicators. This shift from "late disease" to "early health" represents billions of dollars in investment potential globally—investment that could be re-directed from treating costly end-stage disease to detecting disease earlier, when it can often be treated more effectively for potentially less cost and better quality of life. Barber will discuss GE Healthcare's commitment to working with healthcare professionals globally to develop new ways to predict, diagnose, inform, treat and monitor disease, and share highlights of the company's R&D strategy and its views on investment trends in diagnostics.

#### KEYNOTE SPEAKER:

- Michael J. Barber; Vice President and Chief Technology Officer; GE Healthcare

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#### *Who's Who*

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**Michael J. Barber** is a GE Officer and Chief Technology Officer for GE Healthcare. He also serves as Technology Leader for GEHC's Global Diagnostic Imaging business. A 25-year GE veteran, Barber started with GE in 1981 and has had a variety of roles within GE Healthcare. In 2001, Barber was General Manager for Components Engineering, and from 2002 to 2005 he was the General Manager for Global Components Operations for GE Healthcare.

Barber has held various engineering design and leadership positions at GEHC. He started as an electronics design engineer in the Xray Product Development Group, developed the control architecture (Advantx) for the Xray product line as a software project leader, managed the Hardware, Firmware and Diagnostics team at CT, and managed the Functional Engineering team in the MR business. Barber returned to X-ray as the Manager of the Digital Xray Detector Platform, which replaced the need for film in Xray procedures.

GE Healthcare has more than 6000 engineers, technologists and scientists working in diverse fields such as MR and CT engineering, patient monitoring, anesthesia, life sciences, imaging contrast agents and health-related R&D.

Barber is an active champion of GE's African American Forum and has also served as chair of the Milwaukee Chapter of the Elfun Society (a volunteer organization of GE employees). He was named to the *Milwaukee Business Journal's* "Top 40 under 40" in 1997.

## *Workshop*

# Investment, Trends, and Development Opportunities in the Renewable Energy Sector

### **SPONSOR: Michael Best & Friedrich LLP**

This panel will focus on investment issues and trends and development opportunities in the renewable energy sector. New bioenergy technologies have attracted and continue to attract partners from both the public and private sectors. The funding pipeline ranges from government grants, to angel investors, strategic investors, and venture capitalists, each of which may focus on a different aspect of the life cycle of a company, e.g., concept, seed, early stage, etc. Such partnerships can provide not only dedicated funding but also industrial and operational expertise for renewable energy companies.

#### **MODERATOR:**

- Gregory J. Lynch; Partner; Michael Best & Friedrich LLP

#### **PANELISTS:**

- John Biondi; President; C5-6 Technologies, Inc.
- James R. Hettenhaus; Co-Founder; CEA Inc.
- David Miles; Chief Executive Officer; Countryside Renewable Energy, Inc.

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### *Who's Who*

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**Gregory J. Lynch** is a partner with Michael Best & Friedrich and co-chair of the firm's Business Practice Group. Mr. Lynch is also the Co-Founder of the firm's VentureBestSM venture practice. His principal experience has been in the following areas:

- Early-stage company and venture capital representation
- Public and private placement of securities
- Mergers and acquisitions
- General corporate law, including corporate governance and 1934 Act compliance

Mr. Lynch has served as corporate counsel to a variety of multinational clients and has assisted in structuring, negotiating and integrating acquisitions in North America and Europe. Mr. Lynch has also represented national, regional and local clients in a variety of other corporate transactions, including public offerings, private placements, corporate financing, venture capital financing and corporate governance. Mr. Lynch also represents early stage and emerging growth companies and investors in corporate structuring and financing. Prior to his private practice, Mr. Lynch has served as an extern for Justice Andrew G.T. Moore of the Delaware Supreme Court, where he worked on a variety of Delaware corporate law and corporate governance matters. Mr. Lynch has negotiated numerous license agreements and equity arrangements with spinoffs from major research institutions, including the University of Wisconsin – Madison, University of Chicago and Medical College of Wisconsin.

**John Biondi** has over 25 years experience in the areas of general management, business formation and development, marketing and sales management in high technology products and services. C5-6 Technologies is Mr. Biondi's fifth early stage company as a senior manager, two of which made successful initial public offerings; another, which he helped found, was successfully acquired. He has consulted for a range of start up ventures and has been instrumental in raising over \$40 million in venture and private equity capital. He has a bachelor's degree from the University of Missouri and an MBA from Georgia State University. He and his wife live on a farm they manage organically near Mineral Point, Wisconsin.

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TUESDAY, SEPTEMBER 25, 2007

2:30 PM–3:45 PM

MILWAUKEE ROOM

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**James R. Hettenhaus** co-founded cea Inc., a consulting firm, in 1993 that specializes in commercializing emerging applications in biotechnology.

He has performed a wide variety of assignments ranging from unique seed propagation systems to major business and technology acquisitions. He serves on the Board of several biotech companies. Clients include National Laboratories, start-ups and Fortune 50 companies.

Since 1997 he has successfully led projects across the cellulosic biomass supply chain to accelerate biomass commercialization to ethanol, chemicals and other value added products. His assignments have included an assessment of cellulase hydrolysis improvement routes, the next generation of fermentation strains required for biomass derived sugars, defining innovative methods for sustainable harvesting, transporting and storing biomass feedstock, the logistical solutions for transporting multi-million ton quantities of feedstock and product, biorefinery siting and the “sugar platform” possibilities for production of chemicals, fuels and materials.

Prior to that, he had much success in leading large operations in related industries: fine chemicals, commodity chemicals, food ingredients, fibers, enzymes and large scale fermentation products with Gist-brocades, Monsanto and Anheuser-Busch. He has also been a co-founder of three start-ups: analytical instrumentation and control systems, membrane separation systems and a nylon fiber process.

Professional affiliations include the Biotechnology Industry Organization, Association for Corporate Growth, American Chemical Society and the American Institute of Chemical Engineers. He has a BS ChE from the University of Wisconsin and an MS in Engineering from St. Louis University.

**David Miles** presently serves as Chief Executive Officer, Countryside Renewable Energy, Inc., a company organized for the purpose of consolidating independent ethanol plants into a larger, more sustainable organization. On June 1, 2007, Countryside entered into a letter of intent to merge with Dakota Ethanol, a 50 MMGY ethanol plant located near Wentworth, South Dakota.

From January 2005 to September 2006, Mr. Miles was Executive Vice President of the Principal Mutual Funds, with responsibilities for asset management, marketing, business development and corporate governance for the nation’s 60th largest mutual fund family (\$28.1 billion as of May 31, 2006).

Prior to joining Principal, Mr. Miles spent five years with AMCORE Financial, Inc., a Northern Illinois-based financial services holding company with banking assets of \$4.9 billion and investments assets of \$4.4 billion. He served as Executive Vice President of AMCORE Financial, Inc., President & CEO of AMCORE Investment Group, EVP & COO of AMCORE Bank, and President & Director of the Vintage Mutual Funds.

Mr. Miles joined AMCORE through the acquisition of Investors Management Group (“IMG”), a Des Moines-based investment advisory firm. Until IMG was acquired by AMCORE in 1998, it was Iowa’s largest independent investment adviser and Mr. Miles was its president & principal owner. During his tenure, IMG’s assets under management grew from \$765 million to \$1.84 billion.

Mr. Miles received his Juris Doctorate from Harvard Law School and his Masters of Public Policy from the John F. Kennedy School of Government in 1983, and received his Bachelor of Arts Degree in Public Administration from Drake University in 1979.

On May 1, 2007, Mr. Miles began a six-year term on the Board of Regents, State of Iowa. For the prior eleven years he served on the Drake University Board of Trustees, including three years as chair. He is past-chair of the Arthritis Foundation Iowa Chapter, Leadership Iowa and the Drake National Alumni Association, as well as past-vice chair of Rockford Health Systems. In 1996, he received the Young Alumni Achievement Award from the Drake National Alumni Association.

Mr. Miles and his wife, Loree, live in West Des Moines. He has two stepsons, Erik Raker and Michael Raker. His special interests are current affairs, investing, wine, art, running and his two granddaughters.

## Workshop

### Cooperative Financing

#### SPONSOR: Quarles & Brady LLP

This panel will explore how angels, VCs, and corporate investors can work together to finance companies through their life cycle. Additionally panelists will discuss trends in deal structures and the differences in financing medical device versus biopharmaceutical companies.

#### MODERATOR:

- Mark T. Ehrmann; Partner and Chair; Private Equity/Venture Capital Group, Quarles & Brady LLP

#### PANELISTS:

- Stephen Einhorn; Founder and President; Einhorn Associates, Inc.
- George E. Mosher; Angel Investor
- Kathleen Tune; Associate; Thomas, McNerney & Partners

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#### Who's Who

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**Mark T. Ehrmann** is a corporate services attorney with the Madison office of Quarles & Brady LLP. Mr. Ehrmann has over 20 years of experience representing companies and their owners and investors in domestic and international stock and asset acquisitions and divestitures, mergers and other corporate reorganizations and public and private financings. In addition, Mark has worked with a number of start-up and emerging companies and their investors by assisting them with forming their companies, completing agreements among founders and employees, protecting intellectual property and security angel and venture capital financing.

Mr. Ehrmann earned his undergraduate and law degrees from the University of Wisconsin-Madison. Mark is a member of the Board of Directors of the Wisconsin Technology Council and serves on the Executive Committee and is a director of Forward Wisconsin.

Mr. Ehrmann serves as the head of Quarles & Brady's private equity and venture capital team.

**Stephen Einhorn** is the Founder and President of Einhorn Associates, a Milwaukee, Wisconsin company that specializes in life science and chemical financing, private placements and mergers and acquisitions; and Broker/Dealer, Inc., an NASD member firm. For the last 5 years, the firm has worked extensively in raising money for early-stage life science projects including biotechnology, drug development, cell/gene therapy and medical devices. Einhorn Associates has completed over 250 merger and acquisition and financing transactions and has considerable experience in working with angel investors, venture capital firms, private equity funds, and strategic investors. Mr. Einhorn holds a BA degree from Cornell University and an MS degree in Chemical Engineering from the Brooklyn Polytechnic Institute. In the past, Mr. Einhorn has been chairman of the Entrepreneurial Group of the Technology Transfer Committee at Cornell University. During his career, Mr. Einhorn has published numerous articles and has been a speaker at various associations including the American Chemical Society. Before entering the investment banking field, Mr. Einhorn worked first as a chemist and later as a manager for Adelphi Paint, a coatings and adhesives manufacturer in Carlstadt, New Jersey.

**George E. Mosher** grew up in the Boston area. He graduated from Harvard in 1961 and Harvard Business School in 1963. He moved to Milwaukee in 1965 to become president of Business and Institutional Furniture, a company that specialized in selling furniture via catalog to churches and schools.

In 1975 he, and his wife Julie, started National Business Furniture, which focused on selling furniture to businesses via catalog. National Business Furniture purchased Alfax Wholesale and Dallas Midwest, both were in the church and school furniture business. NBF, over the years, made several other acquisitions of related companies including ultimately Business and Institutional Furniture.

After the dot com boom faded, NBF bought Office Furniture.com and Furniture Online. Office Furniture.com was the leading Internet retailer of office furniture. Furniture Online sold household furniture on the Internet. Sales for NBF

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**TUESDAY, SEPTEMBER 25, 2007**

**4:00 PM–5:15 PM**

**MILWAUKEE ROOM**

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and the other companies combined grew to \$125 million dollars. National Business Furniture was profitable from its first year and never had a losing year. In January 2006 National Business Furniture was purchased by K&K America, which was owned by TAACT, a German company expanding its operations in the United States.

Recently George has focused on making venture investments.

**Kathleen Tune.** Kathy joined Thomas, McNerney & Partners from Piper Jaffray, where she was a health care analyst focused on medical technology companies. While at Piper, Kathy covered over 20 companies in the medical device, medical supply and diagnostic areas. Her background also includes experience in new product development at Solvay, S.A. (in a division that is now part of Wyeth). Projects at Solvay included the development of vaccines for the prevention of viral infections. Kathy also was a Senior Scientist in molecular biology at the University of Minnesota, where she worked on the development of molecular biology based assays for the detection of infectious agents. Kathy is currently a board member of Softscope Medical Technologies, Inc. Her educational background includes an MS degree in Microbiology from the University of Minnesota and an MBA from the University of Minnesota's Carlson School of Management, where she was a Robert and Gail Buuck Scholar.

## Workshop

### Collaborative Opportunities

#### SPONSOR: Whyte Hirschboeck Dudek S.C.

This workshop will focus on the multi-faceted opportunities and challenges inherent in bringing new technology to the bioscience market. As companies and researchers move away from traditional avenues of bringing innovation to the forefront, they must acquire a more wholistic view and consider collaborations with a diverse group of stakeholders. This panel will discuss opportunities in developing partnerships and joint ventures from differing points of view.

#### MODERATOR:

- Grady Frenchick; Attorney; Whyte Hirschboeck Dudek S.C.

#### PANELISTS:

- Craig Christianson Director of Licensing; Wisconsin Alumni Research Foundation
- Allen Dines; Assistant Director, Office of Corporate Relations; University of Wisconsin, Madison
- Michael Liang; Vice President; Baird Venture Partners
- Susan Z. Paquette; Commercialization Director; 3M Health Care Business

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#### Who's Who

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**Grady Frenchick** is a partner at Whyte Hirschboeck Dudek S.C. in the Intellectual Property Department. Mr. Frenchick is a former Senior Patent Counsel with Medtronic, Inc., Minneapolis, Minnesota (medical devices), former Staff Patent Attorney with Economics Laboratory, Inc., St. Paul, Minnesota (specialty cleaners), and a former Patent Attorney with 3M Company. Mr. Frenchick received his law degree from the University of Wisconsin and has been an adjunct professor at the University of Wisconsin School of Law teaching patent law and prosecution law since 1995. Mr. Frenchick also served as an adjunct professor at the University of Minnesota School of Law, teaching patent, trademark and copyright law.

Mr. Frenchick has:

- Extensive experience with adversarial, ex parte prosecution issues including interferences; appeals, including the Court of Appeals for the Federal Circuit; Board of Patent Appeals and Interferences; re examination, re issue; European Patent Office Oppositions.
- Lead in Biointerface technologies; medical devices, iontophoresis, biomaterials, guidewires, ophthalmic lenses and lens materials, coronary and vascular diagnostic and therapeutic technologies; including catheters and stent technology; electrochemistry and all battery-related chemistries and technologies.
- Lead in Biotechnology, particularly research products and related technologies; PCR and related licensing and litigation issues.
- Served as an expert witness: respecting patent and patent law-related issues including infringement, trade secret misappropriations, fees, patent law issues.
- Extensive pre-trial litigation experience with several reported decisions.

**Craig Christianson** is the Director of Licensing for the Wisconsin Alumni Research Foundation, the patent management and licensing organization of the University of Wisconsin–Madison. As Director of Licensing, he manages a proactive team responsible for the marketing, licensing and monitoring of technologies developed by UW researchers.

Prior to joining WARF, Mr. Christianson spent 14 years at IBM, in various sales, management, program management and executive positions. Thereafter, he led two technology startup companies to the stage of profitability.

Mr. Christianson earned a BS in Electrical and Computer Engineering, a JD, and an MS in Biotechnology from the University of Wisconsin, Madison.

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**WEDNESDAY, SEPTEMBER 26, 2007**

**10:00 AM–11:15 AM**

**MILWAUKEE ROOM**

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**Allen Dines** is Assistant Director of the University of Wisconsin-Madison Office of Corporate Relations (OCR). Operating within the Office of the Chancellor, the Corporate Relations office assists the business community in accessing the diverse resources of the University of Wisconsin-Madison (UW-Madison). As Assistant Director, he serves as Program Manager for OCR's entrepreneurship programs including its Startup Initiative and the UW-Madison Kauffman Campus-wide Entrepreneurship program.

Mr. Dines joined the UW-Madison in June 2001 bringing with him more than 25 years of experience in industry and technology management. In his initial position at the university he served as Assistant Director for Business Development, within the Graduate School where his major focus was commercialization of university technology through startup business development and campus entrepreneurship. In 2002, Mr. Dines co-founded the Midwest Research University Network (MRUN), an alliance of 22 Midwest research institutions dedicated to regional cooperation in the commercialization of university research through new business creation. He currently serves as president of MRUN. Mr. Dines serves on advisory boards of Urban Technology Catalyst, the UW-Madison Entrepreneurship Association and the Madison chapter of AIESEC, an international student organization.

Mr. Dines was founding President and Chief Executive Officer of MitoScan Corporation, a Madison biosensor company that he sold in 2000. MitoScan manufactured and marketed toxicity screening products for use in drug discovery and product safety testing. In 1991, Mr. Dines co-founded BioRenewal Technologies, Inc., where he served as President and CEO. BioRenewal was an environmental biotechnology company providing products and services for bio-remediation. That business was acquired in 1998 by a major laboratory chain.

Mr. Dines came to Wisconsin in 1983, when he joined Agracetus, Inc. as the Director of Business Development. Prior to joining Agracetus, Mr. Dines was an Associate and Staff Manager with Booz, Allen & Hamilton, Inc. in Bethesda, Maryland.

Mr. Dines holds degrees from the University of Michigan including a BS in Psychology, a Master of Business Administration, and a Master of Regional Planning in Natural Resources. In 2004, Mr. Dines was named a Wisconsin Idea Fellow by the UW-System President.

**Michael Liang** concentrates on investment opportunities within healthcare and life sciences. Prior to joining Baird Venture Partners in early 2006, Michael worked with Advent Venture Partners, where he evaluated, completed and managed investments in the biopharmaceutical, medical technology and diagnostics sectors. Prior to Advent, Michael served as a Director of R&D at Cortek, Inc., a medical devices company in Dedham, MA, where he was responsible for the development of three spinal orthopedic products. Michael received a BS from the University of California Berkeley and a PhD from Stanford University and also conducted a postdoctoral fellowship at Harvard University.

**Susan Z. Paquette** has over 25 years of experience related to new product commercialization at 3M. She is currently Commercialization Director, for 3M Health Care which encompasses new product commercialization, technology licensing/acquisition and university relations. Susan has a broad background with experience in business development, product development, laboratory management, market development and manufacturing support. She has worked in a variety of businesses while at 3M including the Health Care Business, Medical Division, Automotive Aftermarket Division and Commercial Graphics Division. Susan also has a diverse education with a Master's in Physiology, MBA and BS in Chemical Engineering.

## *Luncheon Plenary Session*

### Changes and Trends in Third Party Payer Policy

#### **SPONSOR: Grant Thornton**

Impact on Novel Drugs and Devices: Major changes are underway in both the private and public policy arenas that will affect the pricing, distribution, and marketing of new drugs and devices. It is vital that new product developers assess the potential impact of Medicare reform and managed care payment trends on their new products. During this workshop, panelists will present an overview of key Medicare reform initiatives and trends in managed care plan coverage and reimbursement policies. They will discuss the expected impact of these trends on the pricing, distribution, and marketing of new drugs and devices, as well as the importance of reimbursement planning in any new product launch plan. The workshop will include case studies and a Q&A session.

#### **MODERATOR:**

- Deron Curliss; Partner; Grant Thornton

#### **PANELISTS:**

- Robert A. Beckman; President and CEO; Wicab, Inc.
- John Foley; Vice President; Health Services, Anthem Blue Cross and Blue Shield
- Irene Hrusovsky, MD; President and CEO; Eragen Biosciences
- Jayson Slotnik, JD, MPH; Associate; Hogan and Hartson LLP

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#### ***Who's Who***

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**Deron Curliss** is an audit partner based in Grant Thornton's Madison office and leads the firm's Wisconsin Technology Industry Practice Group. He has practiced in public accounting for over 20 years and serves on Grant Thornton's national technology and life science leadership committees. The purpose of such committees are to set the strategic direction of the firm's technology and life science industry practices as well as develop technical, training and marketing materials for the firm's professionals serving these industries.

Deron serves as the lead partner on many private and public life science clients providing a variety of audit, tax and consulting services. Recently, Deron has lead or served as the quality review partner for several initial public offerings including TomoTherapy, Pharmasset and NimbleGen.

Deron is a member of the American Institute of Certified Public Accountants and the Wisconsin Institute of Certified Public Accountants. He is on the Board of the Wisconsin Technology Council and Accelerate Madison and has served on a variety of charitable Board's including Very Special Arts-Wisconsin. In 1987, Deron earned a bachelor of business administration degree in accountancy from the University of Notre Dame.

**Robert A. Beckman**, President and CEO, formerly Vice President for Finance at Lunar Corporation, a medical device company, from 1986 to 2000 and Vice President for Finance at Bone Care International, a pharmaceutical company, from 2001 to 2003. Mr. Beckman joined Lunar Corporation during its early years and helped build the company to more than \$100 million in revenues. Lunar Corporation completed an initial public offering in 1990 and was sold to GE Medical in 2000. Mr. Beckman also directed the successful tax-free spin-off of Bone Care International, a pharmaceutical company subsidiary, to Lunar shareholders in 1995. Genzyme recently agreed to acquire Bone Care for \$600 million plus Bonicare's cash balance. Mr. Beckman is a CPA and earned a Bachelor of Arts degree in Accounting from Lewis University in Lockport, Illinois.

**John J. Foley** is vice president of health services for Anthem Blue Cross and Blue Shield in Wisconsin. In this role, he is responsible for total cost of care results for Anthem, including provider network management and medical and case management. He is responsible for overseeing all physician, hospital and ancillary provider networks, provider data base operations and maintaining effective communications and relationships with Anthem's contracted partners.

Foley has more than 20 years of experience in finance and the health care industry. He began working at Family Health Systems in Milwaukee, Wis., in 1986 as a financial analyst. He then served as manager of corporate finance

and manager of business development before joining UnitedHealthcare in Milwaukee in 1997 as director of data analysis & management. Most recently, Foley served as UnitedHealthcare's vice president of network management where he was responsible for the overall annual management of over \$1 billion in health care services.

Foley graduated with a bachelor's degree in finance from Marquette University in Milwaukee. He also received a master's degree in business administration from Keller Graduate School.

**Irene Hrusovsky**. Dr. Hrusovsky joined EraGen Biosciences in February 2002 with more than 25 years of diverse experience in general business management and medical leadership. She has extensive business experience in both diagnostics and pharmaceuticals and has won numerous awards acknowledging her leadership and entrepreneurial skills. Dr. Hrusovsky currently serves on the Wisconsin Biotechnology and Medical Device Association Board of Directors. In her most recent position prior to joining EraGen, she served as Vice President of General Medicine/Medical Marketing Strategy/Clinical Operations at GlaxoSmithKline. Prior to her position at Glaxo, Dr. Hrusovsky spent more than 20 years at Abbott Laboratories, where she held various executive management positions in pharmaceuticals, clinical diagnostics, licensing and business development, and in various internal business venture groups. Dr. Hrusovsky is a board certified pediatrician who received both her Bachelor of Science degree in Biochemistry and Genetics and her Doctor of Medicine degree from the University of British Columbia in Vancouver.

**Jayson Slotnik, JD, MPH**, is an attorney at Hogan and Hartson, LLP where his practice focuses on health care regulatory issues, with an emphasis on coverage, coding and reimbursement for devices, diagnostic tests, drugs, and biologicals under all parts of Medicare, Medicaid and the private sector. Prior to joining Hogan and Hartson, Jayson was the Director of Medicare Reimbursement and Economic Policy at the Biotechnology Industry Organization (BIO). As an integral part of BIO's Health Section, Jayson focused on legislative and regulatory issues as they relate to Medicare and the private health insurance market. Prior to working at BIO, Jayson practiced law and represented and counseled payers, providers and other trade associations regarding a broad range of health care matters. Jayson received his JD and Health Law Certificate from University of Maryland School of Law, his Master in Public Health with a concentration in Epidemiology and Biostatistics from George Washington University and his BA from University of Rochester.

## Workshop

### Convergence

#### SPONSOR: Townsend and Townsend and Crew LLP

This panel discussion will focus on the opportunities and challenges in starting, funding, and developing a business based upon combination products. The discussion will include funding challenges unique to combinational products such as VC due diligence and management issues. In addition the panel will explore Intellectual property (IP) protection, product development challenges and cross talk between multidisciplinary development teams, as well as partnering opportunities. Throughout the discussion references will be made to regulatory hurdles and new technologies that may pose new challenges.

#### MODERATOR:

- Richard Meyer; Partner; Townsend and Townsend and Crew LLP

#### PANELISTS:

- Douglas P. Astry; General Manager; In Vitro Technologies, Surmodics
- Richard Klein; President and Co-Founder; Medlogics Device Corporation
- Peter Kleinhenz; Managing Director; CID Capital

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#### Who's Who

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**Richard Meyer.** For more than 20 years, Mr. Meyer has advised clients in a wide range of industries on all aspects of patent and trademark litigation, including Markman hearings, bench and jury trials in federal courts, appeals before the US Court of Appeals for the Federal Circuit and patent infringement proceedings before the US International Trade Commission. He has also advised clients involved in international enforcement proceedings in Germany, The Hague and the EPO.

Mr. Meyer's clients span numerous industries and technologies, including, among others, air and water pollution control, automotive, computer hardware and software, construction, consumer and juvenile products, electronics, dental, e-Commerce/Internet, life sciences, medical devices and telecommunications. He has particular expertise in the litigation of high profile patent disputes in the interventional cardiology field, computer and telecommunications fields.

In addition to litigation and pre-litigation counseling, Mr. Meyer utilizes his engineering background to advise clients, including universities, research organizations, emerging growth companies, and venture capitalists on US and international patent procurement and strategy. His experience includes the preparation and prosecution of patent applications, amendments, appeals, petitions, reexaminations and reissue proceedings, noninfringement, invalidity and product clearance opinions, due diligence investigations, patent enforcement programs and license agreements and negotiations.

Mr. Meyer is a frequent speaker at bar and industry conferences on issues related to patent law and other aspects of intellectual property protection.

**Douglas P. Astry.** Doug Astry joined SurModics in June 2003 as Manager, Array Business and was promoted to General Manager of the In Vitro Technologies business unit (previously called Diagnostics and Drug Discovery) in April 2004. Prior to joining SurModics, Doug was Vice President of Marketing and Business Development at HTS Biosystems, and from 1980 through 2001, Astry held various research and business management positions at 3M, most recently Business Development Manager of 3M's Bioanalytical Technologies Group. Doug received his B.A. degree in Biology from Williams College, an MS in Physiology from the University of Connecticut, and an M.B.A. from the University of Minnesota. Astry is a past president of MNBIO (now LifeScience Alley), he is currently a board member and serves on the Executive Committee of LifeSciences Alley (Minnesota BIO Affiliate).

**Richard Klein** has served as President and Director of Medlogics Device Corporation since co-founding it in August 2002. From October 2001 to May 2003, Mr. Klein also served as Corporate Counsel for Bioheart, Inc. and Director of Biopace, Inc. Prior to this, Mr. Klein was co-founder, COO, General Counsel and Director of MitraLife, Inc. (subsequently

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**1:15 PM–2:30 PM**

**MILWAUKEE ROOM**

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acquired by ev3, Inc.) from May 2000 to July 2001. Mr. Klein also served as Vice President and Chief Patent Counsel for Arterial Vascular Engineering, Inc. (subsequently acquired by Medtronic, Inc.) from June 1996 to June 2000. Prior to that, Mr. Klein was an attorney with the law firm of Fischbach, Perlstein and Yanny from May 1994 to May 1996. Mr. Klein also served as Assistant Patent Counsel at the California Institute of Technology and Jet Propulsion Laboratory from January 1989 through April 1994. Prior to that, Mr. Klein served as an Examiner with the United States Patent and Trademark Office from June 1982 to September 1988. Mr. Klein holds a BS degree from the State University of New York at Buffalo and a JD degree from the Southwestern University School of Law. Mr. Klein is a member of the California and District of Columbia bars, is registered to practice before the United States Patent and Trademark Office and is admitted to practice before numerous federal district and appellate courts.

**Peter Kleinhenz** is a Managing Director of CID Capital. He has been actively involved in technology-based businesses as an entrepreneur, consultant, and investor for virtually his entire professional career and has provided leadership for new venture formation in the life sciences sector for over 23 years. Peter leads the firm's investments in health care technology.

Peter represents CID's investment in the following companies; Axiomed Spine Corporation, Celleration, Inc., EKOS Corporation; Redpath Integrated Pathology, and Renal Solutions, Inc.

Prior to joining CID Capital in 2001, Peter served as Vice President of Commercialization for Battelle Memorial Institute and as an independent consultant to The Cleveland Clinic Foundation, Battelle, and a variety of life science start-ups, assisting in developing business plans and raising seed and venture capital. Peter was a senior executive in two life science start-up companies: Progenics Corporation and Neoprobe Corporation. Progenics engaged in product development and pilot manufacturing services for medical products and industrial controls, focusing on electronic, software, and electro-mechanical design. He was CEO and owner of Progenics. At Neoprobe Corporation, a biotech device company focused on cancer diagnostics and therapeutics, he served in a variety of senior executive positions including CFO, Vice President of Manufacturing, and Vice President of Strategic Planning and Business Development.

Peter received an MBA from The Weatherhead School of Management at Case Western Reserve University, a bachelor's degree in history from Loyola University of Chicago, and is a Certified Public Accountant licensed in Ohio.