



The New Enterprise Forum

The Entrepreneur's Link to Resources

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www.newenterpriseforum.org

NEF Stakeholder Members



What's Happening with NEF Entrepreneurs 2009

WindSight-Michigan Aerospace Corporation formed WindSight to commercialize its wind turbine technology. The company reported on its website that it has been awarded a Department of Energy (DOE) grant for approximately \$748K to apply its advanced, laser-based atmospheric measurement technology to wind turbine control, in collaboration with the National Renewable Energy Laboratory (NREL) National Wind Technology Center. To learn more, visit www.michiganaerospace.com.

2008

TorreyPath develops Research Decision Support software to handle computational overload in the research and discovery processes of pharmaceutical and biotech decision-making. At the time of its initial presentation, the company had one product, the Gene Expression Analysis and Reports (GEAR) Pack that allows users to search for gene experimental datasets, to load results, analyze data, and export actionable results -- in as few as ten minutes. Today, the website indicates development of two new Packs, an Immunology Content Pack

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Upcoming Events

GLEQ News

GLEQ Business Plan Competition

Register for the statewide business plan competition by Friday, March 5, at <http://www.gleq.org> and win cash prizes up to \$25,000 - or the new \$100,000 SmartZone Award. Interested entrepreneurs are encouraged to register early to begin working with GLEQ business coaches and SmartZone

See **GLEQ, Page 2**

Birthday Party! NEF Celebrates with Awards to Best of '09

Our February program is all about entrepreneurial excellence and those who've demonstrated it in the previous year.

NEF Entrepreneur of the Year

This year's award goes to HandyLab and embraces the three entrepreneurs who nurtured the firm from founding through acquisition: Kalyan Handique, Sundu Brahmasandra, and Jeff Williams. Meet them, hear their stories, and be inspired to go and do likewise!



Kalyan Handique



Jeff Williams



Sundu Brahmasandra

Showcase Presentations

Two young firms will present in February. Ann Arbor-based Current Motor Company is designing and building electric-powered motor scooters. Inventure Enterprises provides an integrated system for background checks on individuals that interfaces directly with FBI, police, and other databases.

Entrepreneur Awards

We try to keep the winners of these awards secret until the evening of the meeting. But we'll tell you the "titles" of the awards and the companies that were Showcase Presenters to NEF in 2009; then, just like for the Oscars, you can look back on those presentations

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Ray Waters, Detroit Community Loan Fund

313/886-2163, ray_waters@sbk.com

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and decide whether our awards match your "picks".

The three Entrepreneur Awards this year are for: Best Presentation, Best Technology, and Best Business Model. And the Nominees are:

February - WindSight
March - Dermanaut
April - SPINN
April - Ventech
May - Husk Insulation
June - Blaze Medical Devices
July - Bandals
July - GradeCheck
September - Audiallo
October - Advanced Battery Concepts
October - BioLogic Engineering
November - Algal Scientific
November - Diversity Education
and Employment Network (DEEN)

As always, we will have great networking and hors d'oeuvres -- and perhaps even some birthday cupcakes! Hope you will join us!

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for autoimmunity-focused gene expression analysis and an Eye Content Pack, not described. The website also announces a partnership with Accelrys Inc's (Nasdaq: ACCL) Independent Software Vendors (ISV) alliance program. As a member of the program, Torrey Path will "sell applications for delivery of and reporting on biological data that use Accelrys' industry leading Pipeline Pilot software platform." For more info, visit www.torreypath.com.

2005

EnCel - The Company was developing non-polluting, silent heat-to-electric conversion technology products to power military sensors and telemetry, portable generators, remote power sources, residential heating/cooling, and RV battery supplements. The patented technology is known as Alkali Metal Thermal-to-Electric Conversion, or AMTEC. According to its website, "EnCel, LLC holds exclusive licenses to the original Ford AMTEC patents and has since expanded the technology. EnCel holds an additional seven patents on the technology, with other applications and patents pending." In addition, the firm is "continually evaluating opportunities to commercialize our current state of technology...great effort is being undertaken to design for manufacturability and to reduce costs." No recent news has been posted. For more info, visit encel.com.

Become a Member



- Stakeholder \$500
- Corporate \$275
- Individual \$100
- Student \$25

For details of category benefits and payment of membership fees, visit www.newenterpriseforum.org

Join Our Program Committee

All are welcome!

8 a.m., Ann Arbor Area Chamber of Commerce, 115 W. Huron at Main, 3rd Floor, Ann Arbor, MI 48104
734/665-4433 • FAX: 734/665-4191

Address questions about Program Committee or becoming a Showcase Presenter to Committee Chair, Diane Durance, at diane@gleq.org.

*Our next Program Committee meeting is **Thursday, Feb. 25.**

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advisors. Business plans and executive summaries are due in late April and early May. Awards will be announced June 10.

PitchCorner

A new service inviting early-stage entrepreneurs to record a 60-second investor Elevator Pitch and post it on the PitchCorner.com website. Video content should be relevant to investors and include a description of the product or service, the funding required, how invested dollars will be spent, and the expected return. Tutorial videos are available on the website to help entrepreneurs get started. Video pitches posted by March 31 will compete for one of five cash prizes totaling \$5,000.

Details at <http://www.pitchcorner.com>

29th Annual Michigan Growth Capital Symposium May 11-12

Thirty-two ventures will be selected to present to an audience of investors. Hosted by UM Ross School of Business, Zell Lurie Institute Center for Venture Capital & Private Equity Finance, in partnership with the MVCA and with support from MEDC. Early Application Deadline is Tuesday, February 23. Details on submitting an executive summary at <http://www.michiangcs.com>.

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ACE '10 MEETING HIGHLIGHTS

Event Sponsors

Butzel Long, Great Lakes Entrepreneur's Quest, Michigan Economic Development Corporation, Bank of Ann Arbor, Michigan Venture Capital Association, Ann Arbor SPARK, Automation Alley, Samuel Zell & Robert H. Lurie Institute for Entrepreneurial Studies, MITechNews.Com, and PitchCorner.Com.

Partner Organizations

New Enterprise Forum (Charter), MIT Enterprise Forum (Charter), GLEQ, Regional Growth Partnership, Rocket Ventures, Center for Entrepreneurship, Ann Arbor SPARK, Automation Alley, MISBTDC, UM Tech Transfer.

Workshops

Thank you to the workshop facilitators:

Workshop #1: Innovation

Moderator: Andy Basile, Young Basile PC

Panelists: Don Zinn, Aursos, Inc.

Milt Baker, Blue Water Satellite

Jeff Totten, Cascade Engineering

Scott Mabie, Danotek Motion Technologies

Workshop #2: Alternative/Non-Dilutive Financing

Moderator: Paul Brown, MEDC

Panelists: Lisa Kurek, Biotechnology Business Consultants

Anik Ganguly, GAIN Grop

Mike Semanco, Hennessey Capital

Kelly Slikkers, Energetx Composites

Workshop #3: Equity Financing

Moderator: David Brophy, UM Ross School of Business

Panelists: Mike Psarouthakis, MEDC

Rick Galdi, Great Lakes Angels

Bob Savage, CoreNetwork

David Thomas, Seneca Partners

Intercollegiate Pitch Competition

Competing Schools: Grand Valley State University, Lawrence Tech., Michigan State University, Saginaw Valley State University, University of Michigan

Winner: Saginaw Valley State

Exhibitors

Algal Scientific Corporation, AquaBioChip, Bandals International, Inc., Beyond Gaming, LLC, BioLogic Engineering, Inc., Blaze Medical Devices, LLC, BlueShift Motorcycle Co., Bluetronix, Inc., Branam Oral Health Technologies, Inc., CircleBuilder Software, Current Motor, CYI Enterprises LLC, FamilyMint Inc., Fusion Gamesz, GiftZip.com, GreenBioWorks, LLC, Inventure Enterprises, Inc, MAX Endoscopy, Meadowlark Energy Efficiency, MemCatch, Myine Electronics and Livio Radio, NamesforLife, LLC, Physician Technology LLC, PitchMedia LLC, POLY Bioinformatics, SITUMBRA, LLC, TABAM Innovations, LLC, Terra-Telesis, Inc., TherapyChats, Third Millennium Metals, Inc., Urobiologics, LLC, Wind Turbine Gearbox Company, Wiseman Engine Group, LLC.

Showcase Presenter

James L. Herbert, Chairman of the Board and CEO of Lansing-based Neogen Corporation. Neogen develops, manufactures, and markets products dedicated to food and animal safety. It recently acquired Calif.-based Gen-Probe Inc. The acquisition included more than 50 test kits for food allergens, meat and fish speciation, and plant genetics. For more info, visit www.neogen.com.



James L. Herbert

Elevator Pitch Competition

Presenters:

Paul Horst, CEO, Algal Scientific

Howard Brown, CEO, CircleBuilder Software

Peter Scott, COO, Current Motor Company

Carole Johnson, CEO, CYJ Enterprises

Winner: CircleBuilder

GLEQ Business Plan Competition

Award winners in the **Emerging Company** category:

First Place Award - \$5,000. Current Motor Co., LLC

President, Peter Scott, Founders John Harding, Erik Kauppi

Second Place Award - \$2,500. RealKidz, Inc.

President, Merrill Guerra

Third Place Award - \$1,500. White Pine Systems. (SPINN)

President and CEO, Douglas Dormer

Award winners in the **New Business Ideas** category:

First Place Award - \$2,000. Global Energy Innovations, Inc.

President, CTO, K. Joel Barry, PhD

Second Place Award - \$1,000. Nalu Solar Tools

President, Jennifer McLaughlin

Third Place Award - \$500. Ix Innovations/Pocket Pico

COO, Greg Marek; CEO, Ian Dailey

The Spirit of Entrepreneurship Award

Loretta Cipkus Dubray, President and CEO of Kalamazoo-based Global Clinical Connections

The Coach Recognition Award

Kenneth W. Kousky, Dow Entrepreneur-in-Residence, Saginaw Valley State University

THANK YOU!

Program Emcee

Chris Holman, Small Business Advocate with the Michigan Economic Development Corporation

ACE Committee Chair

Gerry Roston, Pair of Docs Consulting

The New Enterprise Forum reviews business plans to determine the readiness of entrepreneurial ventures for presentation to the group. No independent investigation of claims or representation is made. Applicable securities laws place certain limitations on the manner in which an offer to sell securities may be made and on solicitations and advertisements to sell securities. Failure to comply could result in the loss of the private offering exemption. The New Enterprise Forum can assume no responsibility for the form or content thereof.

NEXT MEETING: Thursday, February 18, 2010 24th Annual Awards Presentations

Showcase Presentations

Current Motor Company John Harding

The Ann Arbor-based company is designing and building electric-powered motor scooters.

Inventure Enterprises Robert Fulk, Susanna Tellschow

The company provides an integrated system for background checks on individuals that interfaces directly with FBI, police, and other databases.

Featured Speaker

NEF Entrepreneur of the Year Handy Lab

Jeff Williams, President, CEO
Kalyan Handique, Co-founder, CTO
Sundu Brahmamandra, Co-founder,
VP Product Development

Entrepreneur Awards

Best Presentation
Best Technology
Best Business Model

Open Forum

Brief turn at the mic to introduce your business, marketing strategy, and present resource needs.

Meeting Sponsor

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Holiday Inn - North Campus • US-23 at Plymouth Road • Ann Arbor, MI
Registration and networking begin at 5:00 p.m., program at 5:45 p.m.
Non-members \$20 at the door; students \$5



New Enterprise Forum
115 W. Huron at Main, 3rd Floor
Ann Arbor, MI 48104
February 2010

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Thank You to Our Program Partners...



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