

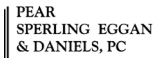
The New Enterprise Forum

The Entrepreneur's Link to Resources

Vol. XXV, No. 5 • May 2010

www.newenterpriseforum.org

NEF Stakeholder Members



In the news...

NEF Entrepreneurs

SoloHill Engineering (Presenter to NEF in 1986, our Founding Year) reported "100% growth" in 2009, due to development of a new technology for creating influenza vaccines using a cell-based, protein-free process, which is unique in the U.S. where most vaccines are created using chicken eggs. SoloHill secured a patent for the technology in May 2009. The greatest interest in the technology so far has come from India and China, where manufacturers want to use the technology to develop

See **Entrepreneurs**, Page 2

Welcome to New Board Member!



Helen Ewing, Founder of business and personal coaching firm The Ewing Group, has joined the New Enterprise Forum Board as Vice Chair of the Program Committee. In this capacity, Helen will assist Committee Chair Diane Durance in scheduling and managing the coaching team meetings, recruiting coaches,

See **New Board Member**, Page 2

Upcoming Events

GLEQ News

Extreme Entrepreneurship Tour
Generation E Student Business Showcase will feature outstanding entrepreneurs Michael Simmons and Sheena Lindahl
May 18, 5-9 p.m.,
Kellogg Arena, Battle Creek
Colleges and community sponsors will have tables to assist entrepreneurs.
<http://www.extremetour.org/>

See **GLEQ**, Page 2

May Program

4th Annual Battle of the Elevator Pitch

It's zanny! It's fun! And who knows what it will be about this year!?! The program, as always, will challenge investors to improvisationally prepare and present a 3-minute pitch about a wacky business opportunity to a panel of investor judges. Past episodes were based on Gilligan's Island, Dr. Seuss, and Columbus' presumed discovery of America.

Cast of Characters



Defending Champ:
Keith Brophy of Enterprise Integration Solutions (shown here fresh off his '09 pitch-win).

Moderator:
David J. Brophy, Director of the Office for the Study of Private Equity Finance; Associate Professor of Finance, whose research focuses on pricing of initial public offerings of common stock and characteristics of the venture capital market.



Wild Card:
Eleni Kelakos, motivational speaker, keynote speaker, entertainer, and creative bottle rocket will provide another compelling performance. We just don't know what magical role she will play! Come see it as it unfolds!

Also joining in on the fun will be...
Chris Holman, Lansing Business Monthly; Ned Staebler, MEDC; Tom Kinnear, angel investor extraordinaire; Dick Beedon, 2-time pitch-battle champ; Mike Korybalski, founder

See **May Program**, Page 2



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May Program, Cont. from Page 1

of Mechanical Dynamics and Jen Baird, founder of Accuri Cytometers, will fight for 2010 bragging rights as the region's best pitch meister.

Showcase Presentation

Hear a 10-minute presentation from InPore Technologies, which is commercializing its Silapor™ particles. The technology simultaneously improves strength, stiffness, durability, and other desirable characteristics of polymer composites. The Company's initial market is wind turbine blades, where the opportunity lies in manufacturers' present inability to meet demand; the addition of Silapor particles cuts production time in half and improves blade quality.

As always we will have great networking, plenteous food, and Open Forum, during which we pass the mic for audience introductions. Hope you'll plan to join us on Thursday, May 20 for this unforgettable program!

Entrepreneurs, Cont. from Page 1

rabies vaccines, as rabies is a serious health problem in both countries. Throughout its history, SoloHill's primary products and services have been microcarrier beads and protocols for cell culture applications. For more information, visit www.solohill.com.

T/J Technologies (Showcase Presenter, 1997) was recently the keynote speaker at the Michigan Celebrates Small Business event in Lansing. T/J, a developer of lithium-ion batteries, was acquired in 2006 by A123 Systems, a Boston-area firm whose funding and experience had them leaning toward relocating T/J at the time of the acquisition. Thompson convinced them that Michigan was, in fact, the best possible place to develop and manufacture the battery, a decision that has helped the company win a \$249.1M federal grant, as well as \$130M in tax credits from MEDC. Now the company plans to hire from 3,000-5,000 workers at battery manufacturing operations in Livonia and Romulus.

Also honored at the Michigan Celebrates Small Business awards event was **Carrie Hensel, Past NEF President** and Co-Founder of the Women's Exchange of Washtenaw who, with her partner Debra Power won the Women in Business Champions Award. Carrie is Co-Founder and Creative Director of Inner Circle Media, an Ann Arbor-based website development and graphic design firm.

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!

April, May, and June *Note special location

8 a.m., Workantile,

118 South Main, Ann Arbor

Enter through Mighty Good Coffee.

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, May 27.**

GLEQ, Cont. from Page 1

**Midwest Technology Leaders
Sixth Annual Technology Leaders IT
Symposium & Awards Cocktail Reception**
Wednesday, May 26, 7:15 a.m.-9 p.m.,
MGM Grand, Detroit

Day program: Sixth Annual IT Symposium,
Evening program, Awards/Cocktail Reception.
<http://www.midwesttechnologyleaders.com/>

**MidMichigan Innovators:
Heading for the Big Leagues
2nd Annual Innovation
& Entrepreneurial Showcase**
Thursday, May 27, 5-9 p.m.,
Dow Diamond, Midland

Celebrate mid-Michigan entrepreneurship with networking and concourse-wide displays. Keynote speaker is Dwight D. Carlson, CEO, Coherix, Inc.
<http://midmichiganinnovationcenter.org/>

New Board Member, Cont. from Page 1

and providing support to entrepreneurial firms seeking assistance from NEF.

Prior to founding The Ewing Group, Helen had 22 years of materials management experience with Amcast Automotive, Calmar Plastics Corporation, L.H. Research, and Unisys Corporation. For more information, visit www.lewinggroup.com.

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LAST MONTH MEETING HIGHLIGHTS

Showcase Presentation RetroSense Therapeutics Sean Ainsworth, CEO

The Company is commercializing a treatment to restore vision in patients with retinal degenerative disorders, namely retinitis pigmentosa (RP) and dry age-related macular degeneration (dry AMD). Using an enzyme derived from blue-green algae, the therapy reverses the degeneration of photo-receptor cells, and retrains them to receive signals. There is presently a \$5B potential market.

Safety and efficacy have already been demonstrated in animal studies (mice, rats, and monkeys) While sight restoration is not perfect, black/white, high-light vision returns. Studies to determine safety and efficacy in humans will begin in a few weeks. The Company will license rights from the scientific originator, and will target the RP market first, as the hurdles are lower there.

The management team consists of Ainsworth, a serial entrepreneur; a VP of Development with experience in big pharma, including product launch; CFO with experience in start-ups and exits; and a Board of Advisors, all with related consulting experience. The Company is seeking \$600K for manufacturing and hiring. For more information, contact Ainsworth at sean1a@yahoo.com.

Open Forum

If you would like to have information about your company's present resource needs published in the NEF newsletter, please fill out the Business Introduction Form available at meetings on the literature table and return it to any Board member (red ribbon). Or mail completed form to:

New Enterprise Forum
115 W. Huron St., 3rd Floor
Ann Arbor, MI 48104

Check out the SBTDC IP Webinar

"Protecting Your Intellectual Property"

May 20, 2010, 11:30 a.m. EST

Featuring John Diebel, SBTDC, and patent attorney Janet Stockhausen, USDA Forest Products Lab.

The presentation content is appropriate for any budding entrepreneur or interested SBTDC counselor, and is not specific to forest products.

Registration is \$40.

Call 906/487-1082 or email jfdiebel@mtu.edu with questions.

Register at: <http://events.constantcontact.com/register/eventReg?>

Featured Speakers "Tech Trends: Hot? Or Not?"

Panel:

Mina Sooch, Triathlon Medical

Richard Stuebi, Early Stage Partners

David Hartmann, Ann Arbor Angels

Moderator:

Andrew McColm, Early Stage Partners

A theme quickly emerged across all three areas: The hot technologies will be those having a product emphasis, i.e., creating something people can use.

Life Sciences:

Hot - Custom diagnostics, stem cell, devices, aging/lifestyle, orthopedics, pharma, simplicity.

Not - Platforms, genomics, copy-cat drugs, generics, nano, complexity.



Mina Sooch



Richard Stuebi

Clean Tech:

Hot - Energy efficiency, smart grid, next-gen lighting, building materials (retrofit), oil/gas/water tech

Not - Biofuels, thin film/nano, batteries, fuel cells/hydrogen, automotive, nuclear, carbons/clean coal.



David Hartmann

Info Tech:

Hot - Cloud computing, security, mobility, digital media, non-mouse touch and swoosh, energy efficiency.

Not - PC apps, privacy, tethered devices, print, point-and-click, raw info, power-hungry devices.

Shall we track developments in the coming year, to see how accurate our experts' predictions were? Stay tuned!

THANK YOU!

**Meeting Sponsor:
Stakeholder Member
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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, May 20, 2010 "4th Annual Battle of the Elevator Pitch"

Showcase Presentation

InPore Technologies, Inc.
Gerry Roston, Interim CEO

The Company is bringing to market its Silapor™ particles which simultaneously improve strength, stiffness, durability, and other desirable characteristics of polymer composites. The initial market is wind turbine blades: manufacturers do not have sufficient capacity to meet demand, but with the addition of Silapor particles into the blades, production time can be cut in half and blade quality improved.

Cast of Characters

Defending Champ: Keith Brophy
Moderator: David Brophy
Wild Card: Eleni Kelakos

Joining in on the fun will be...
Challengers Mike Korybalski, Founder, Mechanical Dynamics and Jen Baird, Founder of Accuri Cytometers.

Judges: Chris Holman, Lansing Business Monthly; Ned Staebler, MEDC; Tom Kinnear, angel investor extraordinaire; and Dick Beedon, 2-time pitch-battle champ.

Open Forum

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

Meeting Sponsor

Stakeholder Member
United Bank and Trust -
Washtenaw



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
May 2010

Inside:

- ✓ **May Program:**
"4th Annual Battle of the Elevator Pitch"
- ✓ **Entrepreneurs in the News**
- ✓ **GLEQ News**
- ✓ **Last Meeting Highlights**
- ✓ **Get Involved in NEF!**

Thank You to Our Program Partners...



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