



ACCESS TO CAPITAL

**NEW JERSEY INSTITUTE OF TECHNOLOGY
CAMPUS CENTER ATRIUM**

**150 BLEEKER STREET, UNIVERSITY HEIGHTS
NEWARK, NEW JERSEY**

**WEDNESDAY, NOVEMBER 19, 2014
8:30 AM - 11:30 AM**

SPEAKERS



Heath Ahrens

Founder and ceo
iSpeech

Heath Ahrens is the creator of DriveSafe.ly, an award winning mobile app with 35 million downloads. It was named Mashable’s Best Mobile App of 2010 and won the CES Mobile App Showdown in 2011. Ahrens debuted Talkz, a mobile messaging app using Voice Cloning technology and Speech Recognition at TechCrunch Disrupt in 2013. He is also the Founder and CEO of iSpeech, a text-to-speech (TTS) and speech recognition (ASR) provider with over 35k registered developers, including Pearson, Evernote and iTranslate. Ahrens was named to NJBIZ’s “40 under 40” and has presented speech technology and distracted driving at SpeechTEK, Mobile Voice Conference, CTIA and TEDx.



Walter K. Booker

Senior Vice President of Partnership Development
Foundation Group, LLC.

Walter K. Booker, Sr., is the Senior Vice President of Partnership Development for Foundation Group, LLC (foundation.com), a full-spectrum direct lender and provider of Small Balance Commercial Loans (SBCLs) to businesses nationwide through a simple, efficient and client-friendly process that results in a singular Client Experience. He is leading the firm’s initial efforts to expand its presence in a number of industries/market sectors, including the professional services arena (which includes accounting/CPA firms, financial services/wealth management firms, law firms/legal services providers, etc.). Foundation seeks to leverage its highly advanced underwriting platform, proprietary industry intelligence and credit decision model and strong capital base (especially via its affiliation with Garrison Investment Group, a leading alternative investment firm focused on the private credit lending market) to co-invest in the enhanced success of its clients.



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Earlier in his career, for over a dozen years, he was the Group Vice President of the New Jersey Market Group of Ameriprise Financial Services Inc. (AMP), one of the company's highest-performing units. Mr. Booker joined Ameriprise Financial after spending over a decade in senior management positions in the institutional sales, trading, and research divisions of Salomon Brothers Inc, Bear Stearns & Co., Dean Witter Reynolds Inc., and PaineWebber Incorporated.

Mr. Booker is a graduate of Harvard College and is active in numerous recruitment and fundraising activities for his alma mater, among many other community service investments. For more than 18 years, he served as the Chairman of the Board of Directors of Sponsors for Educational Opportunity, Inc. (SEO), a New York City-based not-for-profit educational and community service organization that provides a range of academic, personal enrichment, professional development and mentoring services to students from high school through college graduation and throughout their careers (and he continues to serve SEO as its Chairman Emeritus).


He lives in Upper Montclair, New Jersey, with his wife and their "Brady Bunch" family of six young adults.



Reggie J. Caudell

Dean, School of Management
New Jersey Institute of Technology

Dr. Reggie J. Caudill is Professor and Chair of the Department of Mechanical and Industrial Engineering at NJIT and is serving currently as the Interim Dean of the School of Management. He earned his PhD in Mechanical Engineering from the University of Minnesota and was on the faculty at Princeton University and the University of Alabama prior to his joining NJIT in 1990. Dr. Caudill has over 30 years' experience in research related to industrial ecology, sustainable energy technologies and manufacturing systems with a focus on systems analysis and simulation for corporate sustainability. For over 20 years, he served as executive director of NJIT's manufacturing research center and the multi-lifecycle engineering research center, leading multi-million dollar research programs and working closely with other faculty and industry partners. These centers received broad support through the New Jersey Commission on Science and Technology, various federal agencies and over 40 industry partners. Dr. Caudill has authored or co-authored over 100 technical and scientific publications and served as Chair of the IEEE Technical Committee on Electronics and the Environment, as well as conference and program chair for international symposia and conferences related to sustainability. Dr. Caudill has also served as a member of the advisory committee for New Jersey's Clean Energy Manufacturing Fund.



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Nathaniel Cotanch
Head Analyst
Onevest

Nathaniel is the current Head Analyst at Onevest, a startup investment platform for accredited investors, where he has been heavily involved in the industry surrounding the JOBS Act and spends his time interfacing with entrepreneurs and curating Onevest's deal flow. Prior to Onevest, Nathaniel graduated from Syracuse University with degrees in Finance and Entrepreneurship / Emerging Enterprises and spent time in Africa consulting budding entrepreneurs. Outside of Onevest, Nathaniel founded and runs his own company, Zia Green Chile Company.



Daniel Czerniawski
COO
Atlantic Federal Credit Union

Daniel Czerniawski has been Chief Operating Officer of Atlantic Federal Credit Union, headquartered in Kenilworth, NJ, since 2013. Previously he was Vice President of SBA and Commercial Lending at Indus American Bank in Edison, NJ, Assistant Vice President of Lending at Garden Savings Federal Credit Union and a sales manager at TD Bank. Mr. Czerniawski is a graduate of the University of Scranton. Mr. Czerniawski also serves on the advisory board of NJIT's School of Management, treasurer of Newark's La Casa de Don Pedro and as an ambassador for the Newark Regional Business Partnership.



Michael Ehrlich
Associate Professor
NJIT

Associate Professor Michael Ehrlich, PhD, had an international business career before joining NJIT's School of Management as assistant professor of finance. He spent his last Wall Street years at Bear Stearns as Senior Managing Director of the Emerging Markets Fixed Income Business. Earlier stints included positions of increasing responsibility at Lehman Brothers Kuhn Loeb and Salomon Brothers, where he worked in the Government Arbitrage Group with John Meriwether.

Upon leaving Wall Street, Ehrlich started FineStar Imaging LLC, a small technology company that specialized in document production and management. He sold FineStar in 2007. Today, along with teaching and research, Ehrlich uses his experience in business and as an entrepreneur to work with NJIT's small business incubator program, the Enterprise Development Center (EDC) which is home to over 90 small companies. Ehrlich, who belongs to the NY Angels <http://www.newyorkangels.com/>, enjoys working with start-up companies and is a board member of some startups.



At NJIT, Ehrlich founded and co-directs the New Jersey Innovation Acceleration Center (www.njiac.com) which is dedicated to helping innovators and entrepreneurs throughout New Jersey accelerate their time to market and revenue. With grant support from the US Department of Labor, he led a training program for entrepreneurs throughout Northern New Jersey. He established and is the advisor to the Innovation Acceleration Club, a student club at NJIT. With support from Capital One Bank he established the Newark Innovation Acceleration Challenge (NIAC), an early stage business model competition, for Newark based students (high school, undergraduate, and graduate) as well as Newark based businesses and entrepreneurs. Winners of the NIAC receive a fellowship that pays them to work on their business idea and attend the NJIT Innovation Accelerator summer program to launch their lean startups. Recently, Ehrlich has been working with NJIT faculty to help them transform their research into commercial innovations. He recently participated with two NJIT team in the National Science Foundation (NSF) Innovation Corps (I-Corps) program as a mentor and is now part of the teaching team for the NSF-funded NYC Regional Innovation Node.

Ehrlich received his doctorate from Princeton University in economics with a specialty in finance. His bachelor's degree is from Yale University.



Hari Ganapathy
Vice President of Business Development
Dun & Bradstreet Credibility Corp

Hari Ganapathy obtained an undergraduate degree in marketing, an MBA, and a post-graduate degree in corporate entrepreneurship from Lehigh University before working in an eight-person startup company where he did everything from creating marketing collateral to consulting. For the past 10 years, he's been helping small businesses establish and monitor their business credit, starting at Dun & Bradstreet and transitioning into Dun & Bradstreet Credibility Corp. as Vice President of Business Development. When he's not hiring international talent to D&B Credibility's US offices and winning competitive bids for both public and private sector projects, he enjoys spending time with his wife and two daughters in their home in South Orange, NJ



Steven Gomez
Executive Director
Greater Newark Enterprises Corporation (GNEC)

Steven Gomez is currently the Executive Director at Greater Newark Enterprises Corporation (GNEC) a 501(c)(3) non-profit Community Development Financial Institution (CDFI) that provides microloans, small business counseling, and training services to minority and women owned businesses throughout northern NJ. This includes the Urban Entrepreneurs



Development Institute (UEDI) which assists entrepreneurs in developing effective plans for success and improving their decision making skills. GNEC delivers programming in both English and Spanish.

Steven sits on the advisory board for the Seton Hall University Stillman School of Business Market Research Center as well as the New Jersey Business Advisory Board for Community Reinvestment Fund. Steven Also participates in the Prudential Foundation Nonprofit Executive Fellows Program at the Institute for Ethical Leadership at Rutgers University Business School.

Steven holds an MBA from Seton Hall University's Stillman School of Business, a Masters in Economic Development from Seton Hall's School of Diplomacy and International Relations, and undergraduate degrees in Business and Computer Science from Caldwell University. Prior to his work with GNEC, Steven held a career in information technology focusing on support services, training, and project management. He has also started, owned, an operated several successful small business ventures (including a café/restaurant) and has taught at the secondary and post-secondary education levels.



Candace Klein
Chief Strategy Officer
Dealstruck, Inc.

Candace Klein is an attorney with experience as a small business owner. Candace co-authored the JOBS Act, legalizing crowdfunding for securities in the United States, and was founder and CEO of Bad Girl Ventures and SoMoLend. She received her BA from Northern Kentucky University and her JD from the Salmon P. Chase College of Law. She continues to practice law at Ellenoff, Grossman and Schole, LLP and serve as General Counsel for Women Investing in Women, a global NGO focused on increasing access to capital for female entrepreneurs and access to capital markets for female investors.



Jonathan Loor
President
Local Battles

Jonathan Loor has been consulting professionally in information and data integration services for the small and medium business sector in the NY Metropolitan area since 1997. Jonathan has been serving as the Director of Business Development for Local Battles Entertainment, LLC since its inception in 2010. He was instrumental in incubating and launching Local Battles with his vast IT and small business experience. Local Battles is a successful video gaming venue that provides a fun, clean and safe gaming facility for amateur and professional video gaming enthusiasts in surrounding areas of Fort Lee, NJ.

Jonathan developed a knack and affinity for integrating information technology as a means of innovative, competitive advantage over 20 years ago . As a junior high school student, Jonathan was a



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part of Project Explore, a unique collaboration between Bell Atlantic (now Verizon) and the Union City Board of Education which provided high-speed internet access to the homes of both students and teachers in an era that predates DSL and cable technology. In 2002, Jonathan decided to pursue IT consulting full-time in New York City.

Jonathan enjoys solving business problems, finding creative ways to fund projects as a one man think tank. These passions drive Jonathan to work with other solopreneurs in enhancing their unique and varied business goals. Jonathan lives in Hackensack, NJ.



Paul S. McAuliffe

Executive Director
Federal Reserve Employee Benefits System

Paul S. McAuliffe has served as the Executive Director of the Federal Reserve Employee Benefits System since August 1, 2002. The Federal Reserve Employee Benefits System office in Newark, N.J. is responsible for employee benefits programs for the Federal Reserve. The Office manages all consolidated System benefits programs, including retirement, thrift, health, life, disability and voluntary benefits programs. Its role includes benefits design, administration, communications, accounting, and investment management.

Previously Mr. McAuliffe served as Director, Ethics and Business Practices and Chief Ethics Officer at BD (Becton, Dickinson and Company) the worldwide manufacturer of medical and diagnostic equipment based in Franklin Lakes, New Jersey. In this role Paul was responsible for the development and worldwide implementation of BD's Ethics and Business Practices Program. From 1992 to 1994 Paul was President of the Managed Health Care Association, a professional group for managers and practitioners involved with managed health care programs. Prior to joining BD, Paul worked for twelve years for BP America, the US arm of British Petroleum, and its predecessor company The Standard Oil Company (Ohio) in a variety of capacities in the legal and human resources fields. Paul has prior experience in private law practice and US government service in Washington, D.C. with the Departments of Labor and Housing and Urban Development and the Council on Wage and Price Stability. He was the principal author of the Council's path breaking report on healthcare inflation in the U.S., The Problem of Rising Health Care Costs (1976). Paul holds J.D. and B.A. degrees from Yale University and an M.B.A. degree from Case Western Reserve University. Paul is a member and Chair of the Board of Directors for the Institute for Global Ethics based in Madison, Wisconsin. The Institute works with private and public sector organizations in several countries to improve ethical decision-making and practice in the conduct of their activities.



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Preston D. Pinkett III
Chairman and CEO
City National Bancshares Corporation and City National Bank of New Jersey

Preston D. Pinkett III serves as Chairman and CEO of City National Bancshares Corporation and the City National Bank of New Jersey. Previous positions held by Pinkett include vice president at Prudential Financial and senior vice president of community development at PNC Bank and Chemical Bank, New Jersey. Pinkett's former experience in the public sector includes senior vice president of the New Jersey Economic Development Authority and senior planner with the Council on Affordable Housing.

Through his commitment to community development, Pinkett serves as vice chairman of the Geraldine R. Dodge Foundation and board member of University Ventures. He also serves on the board of directors and trustees for a number of nonprofits including Montclair State University, Lead New Jersey, Cityworks, Penn Institute for Urban Research, Gill St. Bernard's School and the Global Impact Investment Network. He is the recently appointment chairman of the National Bankers Association and is a committee member of the OCC Minority Depository Institutions Advisory Committee. Pinkett holds a Bachelor of Science in economics from Cornell University as well as Master of Business Administration from the Wharton School at the University of Pennsylvania.



Jonathan Shofet
Managing Director
Neuberger Berman Private Equity

Jonathan Shofet is a Managing Director of Neuberger Berman and a member of the Private Investment Portfolios and Latin America Investment Committees. Prior to joining Neuberger Berman in 2005, Mr. Shofet was a member of the Lehman Brothers Private Equity division for five years, focusing on mid-through late-stage equity investments primarily in the technology, communications and media sectors. Prior to that, Mr. Shofet was a member of the Lehman Brothers Investment Banking division, where he focused on public and private financings, as well as strategic advisory in the real estate, technology and utility sectors. Mr. Shofet sits on the Limited Partner Advisory Boards of Castllake Airline Credit, Castllake Credit Strategies, Chambers Energy Capital, ComVest Investment Partners, DFJ Gotham, DFW Capital, Edison Venture Fund, Garrison Opportunities Fund, LLR Partners, NewSpring Capital, Platinum Equity, Siris Partners, Tengram Capital Partners and Wayzata Opportunities Fund. He is also a Board Observer for several private companies. Mr. Shofet holds a B.A. from Binghamton University, where he graduated summa cum laude, Phi Beta Kappa.

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Carron White
Co-Founder
PrettyTendr

Carron White is the Co-Founder of PrettyTendr, a platform that enables users to earn free beauty products by reviewing products they already own. She is passionate about optimizing beauty e-commerce and making product discovery completely risk free. Carron is originally from sunny Central Florida and is a graduate of Princeton University.