

Jerome S. Engel, C.P.A.
Curriculum Vitae Summary
February 2010

ACADEMIC POSITIONS

Haas School of Business, University of California, Berkeley
<http://entrepreneurship.berkeley.edu/main/engel.html>

Faculty Director, THE LESTER CENTER FOR ENTREPRENEURSHIP AND INNOVATION, University of California at Berkeley, 2009-present. Founded the Center in 1991 and has been continuously involved in its leadership. As Faculty Director, responsible for academic and executive education programs and cross-curricular and cross University collaborations.

Executive Director, THE LESTER CENTER FOR ENTREPRENEURSHIP AND INNOVATION, University of California at Berkeley, 1991 – 2009. As founding Executive Director, responsible for the creation and leadership of one of the leading university based programs of entrepreneurship and innovation in the world.

Adjunct Professor, WALTER A. HAAS SCHOOL OF BUSINESS, University of California, Berkeley. Instructs in both the School's MBA and Executive Education programs specializing in Entrepreneurship, Innovation, Venture Capital, Private Equity, New Venture Finance, Opportunity Recognition and Technology Commercialization. Academic Chair of the Entrepreneurship Group at the Haas School.

Faculty Chair, New Venture Creation and Venture Capital Program
Faculty Chair, U.C. Berkeley Venture Capital Executive Program
Faculty Chair, Intel+Berkeley Technology Entrepreneurship Education Initiative
Faculty Chair, Global Entrepreneurship Faculty Colloquium
Faculty Co-Director, U.C. Berkeley Open Innovation and Corporate Entrepreneurship Executive Program

Other Academic Positions

Advisory Board, National Association of Corporate Directors, Northern California
Faculty Advisory Board, Kauffman Fellows program
Executive Board, Global Consortium of Entrepreneurship Centers
Chair, Global Entrepreneurship Competition Nominating Committee, Barcelona, Spain, 2009-Present
Editorial Board, *International Journal of Technoentrepreneurship* (IJTE)
Editorial Reviewer, *California Management Review*
Faculty Co-Chair, Price-Babson@Berkeley entrepreneurship education training program, 1999-2000
Entrepreneur-In-Residence, EWING MARION KAUFFMAN FOUNDATION. [2001-3]
Faculty Director, Kauffman Foundation Lifelong Learning for Entrepreneurship Educators Program [2002-3]
Founding Faculty Advisor, UCB Business Plan Competition [1997 (inception) - present]
Founding Faculty Advisor, Global Social Venture Competition [1999 (inception) - present]

Accomplished in Executive Education and frequent guest lecturer at universities and symposia throughout the U.S. and internationally. Published author, frequent speaker, and a

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cited authority in the press, including the Wall Street Journal, The New York Times, and NPR, among others. Previously on executive rotation with the national professional education faculty of KPMG, and executive in residence with teaching responsibility at North Carolina Central University.

PRIVATE EQUITY AND VENTURE CAPITAL

General Partner, MONITOR VENTURE PARTNERS, a venture capital firm, associated with The Monitor Group, investing in early stage technology ventures. [2002-Present]

Co-founder, KLINE HAWKES & CO. and General Partner of its respective private equity funds, Kline Hawkes California and Kline Hawkes California SBIC LP, [1995 –1998]. The lead investor was the California Public Employees' Retirement System [CalPERS]. At June 30, 2007, after 12 years of operation, the fund had achieved a gross return on invested capital of 44.4%, net cash on cash IRR to investors of 41.2%. In addition, the SBIC Fund was ranked in the top quartile of 1995 vintage Participating Securities SBICs by the SBA, which, to date, is the best vintage year of the Participating Securities SBIC program.

BOARDS OF DIRECTORS

MEDAMERICA, Inc., (Committees: Audit [Chair], Compensation) 1993 – Present
MEDAMAERICA BILLING SERVICES, Inc., 1993 – Present
ELECTRASCAN, Inc. 1992 - Present
JUPITER SYSTEMS, Inc., (Committees: Audit [Chair], Compensation) 2000 – Present
ADAPTIVE PLANNING, Inc., (Committees: Audit [Chair], Compensation) 2005– Present
MAXIS CORPORATION, 1992 –1995 [IPO and sold to EA]
ELLIOTT-PORTWOOD STUDIOS, (Chairman) 1992 - 1997
KLINE HAWKES CAPITAL MANAGEMENT, INC. 1995 - 1998
TRANSOFT TECHNOLOGY, 1995 - 1998. [Sold to HP]
MICRONET TECHNOLOGY, 1995 - 1998. [Sold to Ampex]
AMERICAN WHOLE HEALTH, Board Observer, 1996 - 1998.
CENTRIC SOFTWARE, Board Observer, 1995 - 1998.
ALLBUSINESS.COM, (Chair Audit Committee) 1998 – 2000 [sold to NBC, now D&B]
MEDAMERICA OnCall, Inc., 1993 – 2001
Various not-for-profit organizations from time to time, including Berkeley
Entrepreneurship Laboratory (Chairman)

PROFESSIONAL AND MANAGEMENT POSITIONS

General Management: Co-founder and executive in several enterprises including ALLBUSINESS.com.[1997 – 2000]. CFO from formation of the company through its successful sale, returning over 10x to its investors. At the time of sale the Company had raised over \$30million in venture financing and had over 130 employees. Continues today as vital source of information for entrepreneurs and business owners as a subsidiary of D&B.

Public Accounting: Certified Public Accountant. Twenty-one years of top-tier firm experience, focused on building young high potential technology ventures.

- **ERNST & YOUNG** (formerly Arthur Young), San Francisco, CA, 1980-1990, partner from 1982.
 - **National Director of Capital Resources.** Directed the services of Capital Resource professionals in twelve offices around the country, 1989-1990.
 - **Bay Area Director of Capital Resources.** Provided capital formation and investment banking advisory services to middle market and principally high technology ventures in the Bay Area, 1989-1990.
 - **Partner-in-Charge and Director of Entrepreneurial Services Group.** Member - National Entrepreneurial Services Advisory Committee, 1980 - 1989. Co-author of the firm's National Strategic Plan on Entrepreneurial Services. Founder and Partner-in-Charge for the San Francisco Bay Area practice, 1980-1989.
 - **Audit Partner.** Full responsibility for conducting examinations of financial statements of many public and privately held companies including annual reports, SEC filings, initial and secondary public offerings, evaluation of systems of internal control, valuations, mergers and acquisitions (1982-1990).
- **KPMG** (formerly Peat, Marwick, Mitchell & Co.) 1970-1979.
 - **Tax Manager** specializing in services to emerging businesses (1977-1979).
 - **National Office** division of Professional Education (1975-77).
 - **Professional-in-Residence**, North Carolina Central University (1974-75).
 - **Audit Department** professional staff - Philadelphia (1970-1974).

Expert Witness Testimony: Testimony in court cases and arbitrations in connection with venture capital transactions, venture management practices and high technology industries.

INDUSTRY EXPERIENCE

Representative examples of industry experience includes:

Internet and Telecom: Adaptive Planning (Business Intelligence SaaS), AllBusiness.com (Small Business Internet portal), Televoke (Mobile internet/GPS interface), Skyflow (Wireless Web Access)

Instrumentation , Optics and MEMS: ElectrScan (Non-contact electrical measurement), IrisAO (Adaptive Optics), Nanomix (Nano-devices).

Computers and Software: Autodesk (CAD), Fair Isaac Companies (Financial Services Decision Support), Brøderbund (Entertainment, Education, and Productivity), Maxis (Entertainment – *The Sims*). LeapFrog (Electronic Learning Aids - NYSE:LF) Jupiter Systems (Multi-panel display controllers).

Health Care/Life Sciences: Gene Labs, Inc. (Therapeutics using Recombinant Techniques), Simborg Systems (Network Resident Integrated Hospital Management Information System), Salutar (Monoclonal Reagents for MRI Enhancement), American Shared Hospital Services (Shared Services Mobile MRI/CT), California Emergency Physicians (Health Care Services), MedAmerica (MSO) and MedAmerica OnCall (Telephone Triage, After Hours Care and Call Center Operations), CardioProfile (Cardiovascular disease diagnostic device) .

Electrical Utilities: Southern California Edison, GPU, Potomac Electric, Philadelphia Electric, Virginia Electric, PJM Interconnection

Other Significant Industry Experience includes: Retailing, Electronics, Computers and Computer Peripherals, Telecommunications, Consumer Products, Construction, Building Products and Food Processing, Business Valuation.

SELECTED PUBLICATIONS

Global Networks of Clusters of Innovation: Accelerating the Internationalization of the Innovation Process, with Itxaso del-Palacio, Business Horizons, Indian University Press, Volume 52, Number 5, September-October 2009

Models of Innovation: Corporate v. Start-up Ventures, with John Freeman, California Management Review, November 2007

Start-Up & Emerging Companies, Chapter 20, Accounting and Related Tax Issues, with Marc Berger, Law Journal Press

Technology Entrepreneurship Education: Theory to Practice with David Charron, Intel Corporation and the Lester Center for Entrepreneurship and Innovation, 2007

SELECTED PRESENTATIONS

Innovating the Green Economy, U.S. Economic Development Administration and the Center for Community Innovation at the U.C.Berkeley Institute for Urban & Regional Development, January 2010

Venture Development Best Practices Series: Developing an Entrepreneurial Ecosystem, University of Calgary, Haskane School of Business, Calgary, Canada, October 2009

Conference of Entrepreneurship and Business Creation - Engaging in times of Crisis (Empreender em tempos de crise, 8a Conference: Emreendedorismo a Criacao de Empresas), AUDAX ISCTE, Lisbon, June 2009

Global Networks of Innovation Clusters: Entrepreneurship in the Global Economy, 3rd Symposium on Urban Clusters, 22@Barcelona, Barcelona, Spain, February 2009

Sustaining Innovation and Entrepreneurship in Difficult Times, The Future of Europe Summit- Economic Sustainability: New Opportunities for Europe, Andorra la Vella, Andorra, November 2008

The Role of Entrepreneurship and Innovation in Building Individual and Regional Economic Opportunity, interNACIONAL ANIEI 2007, XX Congreso Nacional y VI Congreso Internacional de Informatica y Computacion, Universidad Autonoma de Chihuahua, Mexico, October 2007

Innovation Strategies: Strategic Models for Stimulating Corporate Growth, Load.07 Conference, hosted by Posten Norge AS, Oslo Norway, September 2007

Current Trends in Venture Capital: An Overview, National Association of Business Economists, 2007 Annual Meeting, San Francisco, CA, September 2007

Understanding, Fostering and Managing Creativity, XXIV World Conference on Science & Technology Parks, International Association of Science Parks, 2007 Annual Meeting, Barcelona Spain, July 2007

Catalyzing International Entrepreneurship: Globalization Strategies for Early Stage Technology Companies: An Analysis of US and European approaches, Advancia/Chambre de Commerce et d'Industrie de Paris Conference, December 2006

- Technology Entrepreneurship: Theory to Practice - Building Businesses from Innovation***, 10th EMEA Academic Forum, Intel Corporation, Gdansk, Poland May, 2005
- Building Value on Your R&D Investments: Business Models for Financing the Path to Commercialization***, Industrial Research Institute, 2003 Annual Meeting, Colorado Springs, CO, May 2003

CURRENT TEACHING

University of California, Berkeley, Haas School of Business, MBA Program

- MBA 295A Entrepreneurship, since 1994
- MBA 295B Venture Capital and Private Equity, since 2000
- MBA 295D New Venture Finances, 1995-1999

University of California, Berkeley, Executive Education

- Faculty Director, Venture Capital Executive Program, since 2001
- Faculty Co-Director, Open Innovation and Corporate Entrepreneurship Program, since 2007
- Faculty Co-Chair, Global Faculty Colloquium, November 2007, 2008
- Faculty Co-Chair, Global Entrepreneurship Leadership Symposium, November 2009

Selected Other Executive Education

- Faculty Chair, Corporate Entrepreneurship, LaSalle Parque Innovacion, Madrid, Spain, February 2009
- Faculty Chair, Venture Capital and Private Equity, LaSalle Parque Innovacion, Madrid, Spain, June 2009
- Faculty Chair, Technology Entrepreneurship Education: Theory to Practice Seminars, over forty seminars conducted at many locations in Europe, Asia and South America 2005-2009

AWARDS AND HONORS

- National Collegiate Inventors and Innovators Alliance - Olympus Corporation Lifetime of Educational Innovation Award*** 2010
- Edwin M. and Gloria Appel Prize for Innovation in Leadership in Entrepreneurship Education***, Babson College 2002
- Outstanding Service Award***, North Carolina Central University 1976

EDUCATION

- M.S., UNIVERSITY OF PENNSYLVANIA, The Wharton School, 1970.
- B.S., PENNSYLVANIA STATE UNIVERSITY, 1968

LICENSES

- Certified Public Accountant, 1972, CA, NY and PA [inactive status]

SELECTED PROFESSIONAL ASSOCIATIONS

- Member, American Institute of Certified Public Accountants
- Member, American Accounting Association [past]
- Member, CA, NY and PA Institutes of Certified Public Accountants [past]

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Contact Information

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