UCSD CONNECT NEWSLETTER
TUESDAY, JANUARY 8, 2001
ISSUE 12-2

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1. Weekly News Bulletins

a. Scanning for Success: Aperio Technologies

Aperio Technologies was founded by CEO Dirk Soenksen in 1999, and except for a brief foray into an office, he has brought the company to revenue-producing capacity from the quiet comfort of his garage. The address on his business card even reads "Suite G." The technology he's been working on at Aperio, however, is far from garage material. Cornell University and the Massachusetts General Hospital purchased the company's product without having seeing it -- only the results. The first order was from the University of California, Davis.

The flagship product is the ScanScope T50, a high-resolution color microscope slide scanner. The product scans an entire slide at diagnostic resolution in about two minutes, allowing it to handle hundreds per day. The resolution is typically 54,000 pixels per inch, with higher resolutions

possible, and works at a speed of about 3 gigabytes per minute. The need for tiling, or stitching together numerous small images, seems to be a thing of the past.

With experience in engineering, sales and marketing, and business development, Soenksen wanted to take advantage of a market that is moving away from microscopes, and towards computers. "We wanted to create a system optimized for the digital world," he said.

With a patent pending for the ScanScope T50, the company is working on "developing tools for viewing, compressing, storage and retrieval, and applying value-added algorithms to scanned images." Satellite imaging companies have software for handling compression and storage, and Aperio quickly integrated it for viewing their images. The basic concept is "pixel-on-demand viewing," which keeps users from having to move enormous images across company LANs or the Internet. Only required screen data is sent to the client PC.

Aperio graduated from the CONNECT Springboard program in June 2000, and considers the experience valuable. "When we started the Springboard process, I had a lot of strategic questions," said Soenksen. "Going through the Springboard program was, without a doubt, critical to helping us develop a strategy that allowed Aperio to get off the ground. Springboard was immensely powerful."

In October 2001, the company announced a multi-million dollar Series-A Round. Much of this was due to a partnership between Aperio and DAKO, a Denmark-based company focused on cancer diagnostics and research products. The money will "largely go towards making the scanner robust and meet regulatory approvals," Soenksen said.

The company is moving towards bioinformatics, and is working on developing novel data mining tools for the images generated by its scanner. Ole Eichhorn became CTO in late 2001 and will lead these efforts, which Soenksen sees as image-based pattern recognition tools, not simply a textual database. Company prototypes look promising.

Aperio presented at CONNECT's Technology Financial Forum in 2001, where Soenksen made important contacts. With the company leaning in the direction of bioinformatics, he's going to pass on Technology Financial Forum 2002 in favor of CONNECT's Life Sciences Financial Forum in June.

With compelling technology, customers and revenue, and plans for the future, a San Diego start-up could only need one more thing. At the end of December 2001, Aperio moved out of the garage and into an office in Vista, California. The era of "Suite G" is at an end.

2. Life Sciences

a. Idec and ExonHit Form Collaborative Agreement

Idec Pharmaceuticals Corporation and ExonHit Therapeutics, a splicing-based drug discovery company, announced that they had signed a collaboration and research agreement directed to the discovery of new antigen targets for antibody therapy, including prostate carcinoma. Under the terms of the agreement, Idec has exclusive, worldwide rights to certain antibody-based therapeutic applications of new target discoveries. ExonHit Therapeutics will receive an undisclosed upfront payment and milestones from Idec. In addition, it will receive royalty payments on sales by Idec or its affiliates from products emerging from the collaboration.

3. High-Tech News

a. Harmonious Convergence: The Arts and Technology

Work in controlling instrumentation remotely has tended to center on scientific laboratory investigation. But similar developments have also been taking place in the artistic community, in particular with regards to remote control of musical instruments. An example of this work was demonstrated in October when UCSD's Anthony Davis and UCI's Kei Akagi collaborated on an improvised piano duet -- 100 miles apart. Using computer-controlled pianos networked together via in-house software, each pianist was able to play not only his own but also the other's piano simultaneously across the Internet.

Two pieces were duets, but the performance also featured computer/human improvisation. Computer programs written by UCSD's Harry Castle and UCI's Christopher Dobrian "improvised" with the pianists by taking the pianos' MIDI (Musical Instrument Digital Interface) output, transforming it in various ways, and converting it to keystrokes on Yamaha digital pianos. To enable each audience to experience the performance in the other location, each site transmitted its audio signals digitally over the Internet to the other location.

"This is one of the interesting research issues," says Miller Puckette, associate director of the Center for Research in Computing and the Arts where Davis performed. "If you have two people performing at the same time in different places and your goal is to synchronize those performances, how does the signal delay affect the musicians and the audience?" According to Puckette, there was approximately 1/8 of a second delay in the synchrony between a piano key being depressed and the sound of the note being played in the other location. The delay proved largely imperceptible to the audience. Video had more delay than audio, causing the audience to hear a note before seeing it played. The performance was enhanced by the use of MS NetMeeting to provide a video stream of the remote musician to each audience. "The amazing thing," said Puckette, "was how quickly you got used to and accepted this sequential experience."

Another interesting issue is the convergence of real and virtual presence: Was the audience here or there at the remote location, or perhaps both at the same time? "While you couldn't see the audience at the other location," said Puckette, "you knew you were participating in something larger. I had a sense of presence where I was, but I was periodically reminded that I was also participating in some sense at UCI."

The MIDI protocol used to send information is extremely compact: It requires only three numbers per note, which describe the note itself and what the performer did to create the sound (such as how hard he pressed the key and whether he used a foot pedal).

Will this experiment expand to include additional sites? With MIDI's effective compression scheme, there is no risk of overloading the network bandwidth, so the issue then becomes a technical exercise in traffic control -- managing data from more than two places. Artistically, though, the situation becomes tougher because of the potential for cacophony. In fact, many performers have consciously avoided experimenting with the Internet because of the importance of split-second timing and the perception that Internet-based delays would be unacceptably long. In this scenario, though, that clearly wasn't a problem.

This experiment also represented another example of the convergence of the arts through digital representation. Said Puckette, "It's all about translation: turning one artistic medium into another. In this case, the translator, amazingly a software package, becomes an artist in its own right."

Editor's note: This article is based on one written by Stephanie Sides, Director of Communication, California Institute for Telecommunications and Information Technology. You can view the full article, where it first appeared, at the Cal(IT)2 Web site: http://www.calit2.net/art/pianists.html.

b. POWER Names Executive Director

Pacific Ocean Wave Energy Research (POWER) of San Diego announced the appointment of Ann Marie Harmony as Executive Director. Harmony will oversee the launch of the effort to make ocean wave energy available to the California renewable energy market place. An alumna of University of California San Diego, much of her recent career was spent in Silicon Valley working as an interim executive and director for venture funded startups, including Fuel Cells International and Warsitz Enterprises, a fuel cell systems integration company.

POWER was founded in August 2001 as a non-profit organization focused on wave energy device development. The founders are Dr. Richard Seymour of Scripps Institution of Oceanography (SIO) and Joseph Leary of Float Incorporated. Seymour initiated SIO's wave data buoy system and has the editing credits for the book, "Ocean Energy Recovery: the State of the Art." Leary is Sr. Vice President of Float and a systems designer with twenty years of wave energy expertise. More information about POWER is available online at http://www.powerinc.org.

c. Homeland Security: Sensoria Forms Alliance with SAIC

Sensoria Corporation, a wireless connectivity provider to the automotive, defense and other industries, has joined forces with Science Applications International Corporation (SAIC) to support SAIC's pursuit of U.S. government homeland security projects. Under the terms of the agreement, SAIC, one of the leading technology providers to the U.S. government will be the prime contractor while Sensoria will provide expertise in the wireless networking of embedded systems. The technology is important for the deployment of reliable systems for physical security, bioterrorism detection, and remote monitoring of buildings, equipment or infrastructures under government-sponsored homeland security programs.

4. The "Bits"

a. Application Deadline for CONNECT's Technology Financial Forum Closes Today

The window for applying to present at the 2002 Technology Financial Forum has been extended from December 31 to January 8 to allow for delays caused by the Holiday season. Technology Financial Forum, now in its 18th year, is scheduled for March 13, 2002. The funding and commitments to presenters at last year's Financial Forum has now reached $100 million during 2001. This is on top of the over $250 million raised by the presenters at the 2000 Forum in the year following the presentations. Last year's audience of 400 included approximately 125 venture capitalists and investment bankers. Call Brian Macias at 858-534-9786 with any questions or to be sure your application is received. More information about CONNECT Technology Financial Forum is available online at http://www.connect.org.

b. QUALCOMM Names New Chief Technology Officer

Qualcomm Incorporated announced the promotion of Dr. Roberto Padovani to executive vice president and chief technology officer (CTO). In this role, Dr. Padovani will shape and support Qualcomm's technical direction, oversee development activities in the business groups, guide the further development of the CDMA migration path, and increase Qualcomm's technical focus on external audiences and universities. He obtained a Laureate Degree from the University of Padova, Italy and MSEE and Ph.D. degrees from the University of Massachusetts at Amherst. He is a Fellow of the IEEE and named inventor or co-inventor of 45 patents covering diverse aspects of CDMA technology. Franklin Antonio, who has served as the company's chief technology officer since 1996, was named executive vice president and chief scientist.

5. Angel Angles

Turning Investors into Angels

The San Diego Tech Coast Angels (SD TCA) is hosting an angel investing seminar January 17 for accredited investors who are interested in becoming angels, or who have limited experience as angel investors and want to learn more. Successful entrepreneurs who have exited their businesses and high net-worth individuals with senior business experience are encouraged to attend.

Bill Payne, a Kauffman Foundation Entrepreneur-in-Residence, a member of the SD TCA and the Aztec Venture Network (AVN), is leading the seminar faculty. He said, "It's a combination of case studies and evaluation exercises. There are a couple of hundred thousand angel investors in this country, and there are millions of accredited investors. That means there a lot of people out there who could become angel investors that haven't."

The event features expert panelists, including Charles Mathews, President, San Diego Tech Coast Angels; Dr. Fred Cutler, Executive Director, UCSD CONNECT; Joe Sullivan, Co-Founder and Principal, Aztec Venture Network; and Mr. Payne. Giving the entrepreneurs' perspective will be Vicki Marion, President and CEO, RC Networks and Mark McWilliams, President and CEO, Q3DM.

"The curriculum planned for this seminar should highlight what angel investors need to do to assure that they are a key asset -- and not a detriment -- to the companies they invest in," said Vicki Marion. When asked what she will bring to the table as an expert: "I have experience with angel, private equity and true venture capital investment in both public and private companies. That experience has been a combination of good experiences and bad experiences. I intend on being candid about both."

SD TCA licensed the seminar from the Colorado Capital Alliance (CCA), and the creation and delivery of the seminar has been sponsored by the Kauffman Center for Entrepreneurial Leadership, who remains the Education Sponsor. Previously delivered in several cities, including St. Louis, Denver and Kansas City, it has received rave reviews.

The Aztec Venture Network is a co-partner of the seminar, and AVN leader Joe Sullivan will serve as an expert angel on several panels. UCSD CONNECT, the administrative partner of SD TCA, is also a co-partner of the event. Several prominent San Diego service providers will be on

hand with legal, tax and other expertise. Sponsors of the seminar include Heller Ehrman, Morrison & Foerster, Sorrento Ventures and Tatum CFO Partners.

Seating is limited to 25, so early registration is recommended. All participants will receive a copy of the authoritative angel investing book, "Business Angels," a CCA publication. The seminar will be held Thursday, January 17, from 7:30 a.m. to 4:30 p.m., with refreshments from 4:30 to 6:00 p.m. The venue is the Manchester Executive Conference Center at the University of San Diego (USD), and the cost (including continental breakfast, luncheon and refreshments at 4:30) is $250 for TCA and Aztec Venture Network members and $350 for non-members. To register, contact Karen Cordero at UCSD CONNECT at connecttca@ucsd.edu or 858-534-6114. For sponsorship information, contact Don Grimm at grimmdw@aol.com or 858-259-5278. For more information about the seminar, contact Bill Payne at bpayne@san.rr.com or 858-759-1616.

6. Connections

a. Ensemble Communications Receives $25 Million in New Financing

Ensemble Communications Inc. of San Diego announced the closing of $25 million in equity financing. Led by new investor Ampersand Ventures, the funding round also included significant capital contributions by Enterprise Partners, Crescendo Ventures, Trinity Ventures, Institutional Venture Partners, KTB Ventures and other existing Ensemble investors. The funds will be used for continued engineering, sales and support activities associated with Ensemble's Fiberless broadband wireless access products, which have now been deployed in commercial service by carriers in North America, Europe and Asia.

Ensemble designs, manufactures and markets point-to-multipoint systems for broadband wireless access markets worldwide. In addition to its San Diego headquarters, the company has offices in the United Kingdom, Denmark, Hong Kong, Singapore and South Korea. Ensemble markets its Fiberless products directly to broadband wireless carriers and through partnerships with other network equipment providers.

7. Who's Doing What

AT CONNECT
**** CONNECT Entrepreneur Development (CED) Winter 2002 Courses are available for registration. The courses are designed for entrepreneurs and executives with early-stage technology organizations looking to strengthen business and/or entrepreneurial skills.

The complete course listing:
---- How to Start and Finance Technology Companies, with Ken Olson: Thursdays 6-9 p.m., Jan. 10 - Mar. 14
---- Best Practices in Entrepreneurship/Intrapreneurship: Wednesdays 7-10 p.m., Jan. 9 - Mar. 13
---- Technopreneurial Marketing, with Michael Lutz: Wednesdays 7-10 p.m., Jan. 9 - Mar. 13
---- How to Develop a Business Plan, with Michael Green: Mondays 6-9 p.m., Jan 7-28
---- CRM for Emerging Technology Companies with Darren Gooding and Uday Ghatikar: Mondays 6-9 p.m., Feb. 4-25
---- Marketing Strategies for Emerging Technology Companies, with Barbara Bry: Mondays 6-9 p.m., Mar. 4-18

---- Intellectual Property for Biotech Companies, with Cathryn Campbell: Tuesdays 6-9 p.m., Jan. 15-29

---- How to Manage an Early Stage Biotech Company, with Cathryn Campbell: Tuesdays 6-9 p.m., Feb. 5 – Mar. 12

More information is available online at http://www.connect.org/programs/edconnect. To register for all courses, go to http://www.extension.ucsd.edu/ccd or call 858-534-3400.

At UCSD

**** UCSD Extension Winter Quarter has begun. Learn more at one of the upcoming student orientation meetings:

---- Sorrento Mesa: Wednesday, February 6 from 6-7:30 p.m.

---- North County Center: Thursday, March 7 from 6-7:30 p.m.

Get answers to all your questions, find out about financial aid, how to enroll, online courses, career services and more. Enroll now on the Web at http://www.extension.ucsd.edu, or call 858-534-3400.

UCSD Extension's Concurrent Enrollment program offers regular UCSD graduate and undergraduate courses without formal admission to the University. Enrolling in this program allows you to sample university coursework, explore fields you might want to study later, and enjoy the outstanding levels of instruction, faculty, libraries and facilities at UCSD. Tie up loose ends in your education and learn what you need in order to move ahead in your current job or career.

**** UCSD Extension Upcoming E-Business Courses:

---- Running an E-Business: Thursday, Jan. 10

Info: 858-882-8011 or gberner@ucsd.edu; Register: http://www.extension.ucsd.edu.

**** UCSD Extension Upcoming Bioscience Courses:

---- Applied Immunology: Tuesdays, Jan. 8 – March 12

---- Biostatistics: Tuesdays, Jan. 8 - March 5

---- Biotechnology Validation and Calibration: Tuesdays, Jan. 8 - March 12

Info: http://bioscience.ucsd.edu, 858-451-7696 or unexbio@ucsd.edu. Enroll: 858-534-3400.

**** "UCSD Neurosciences Graduate Seminar Series" upcoming schedule:

---- Tonya Mead & Christine Paczkowski (title TBA): Jan. 15

---- Molecular Mechanisms of Gating and Modulation of Cyclic Nucleotide-Gated Channels: Jan. 22

---- Distinct Regulation and Roles of bHLH Transcription Factors in Spinal Cord Development: Jan. 29

For more information and seminar locations, call 858-534-7875. All seminars open to the general public.

**** "Theory of Constraints " is presented by UC Extension Leadership & Management Institute for Technology Professionals (LAMP/EPSE). This one-day seminar is designed to expose participants to an overview of the Theory of Constraints (TOC) and how it can be used for problem solving and creating positive change. The seminar focuses on Theory of Constraint Fundamentals, Understanding the Goal, Problem Solving Techniques, Five Focusing Steps to Improvement, and more. The event features Jane Marshall, CPIM, Jonah and Martin Wartenberg, P.E. March 1, 8:30 a.m. to 4:30 p.m.; UCSD Extension, 6925 Lusk Boulevard, Suite 116; Cost:

$125 LAMP/EPSE Alumni, $150 general public, includes lunch and materials; RSVP: Elisa Parker at csparker@ucsd.edu or 858-882-8030.

AROUND TOWN

**** "Considering Alternatives--Options in Today's Uncertain Economic Climate" is presented by the Forum for Women Entrepreneurs (FEW). The event will discuss how companies frequently have to seek out alternatives for funding in today's economic climate, and explore options for strategic planning, methods of re-structuring, etc., in order to survive. Morgan Miller, co-founder of Huntington Capital, will share the philosophy of their fund and investment strategy. Bob McRann of the Chairmen's Roundtable will explain how this organization works with technology companies to mentor them and help them do what needs to be done to in order to survive and thrive. The moderator will be Mike Lee of Corporate Business Development. Monday, January 14, 5:45 to 8:00 p.m.; Hilton La Jolla Torrey Pines, 10950 N. Torrey Pines Rd.; Cost, including refreshments: $20/members, $30/non-members, $10/students, no credit card payments at the door; RSVP: 858-603-4454, jjbeckey@yahoo.com or http://www.fwe.org/socal.

**** "eCommerce is Alive and Well" is presented by the San Diego Software Industry Council (SDSIC). A panel of experts will discuss how ebusinesses are fundamentally sound despite the bursting of the IT bubble. Panelists include Paul Stannard of SmartDraw.com, Chris Jennewein of the San Diego Union Tribune/SignonSanDiego, and Dan Plashkes of eAssist Global Solutions. Tuesday, January 15, 5:30 to 8:00 p.m.; La Jolla Marriott, 4240 La Jolla Village Drive; COST: $20/SDSIC members, $20 if paid at the door, $40/non-members if paid in advance; $45 at the door; RSVP: http://www.sdsic.org or fax registration to 858-793-0655.

**** "Venture Outlook 2002" is presented by the San Diego Venture Group. Panelists will include Tom McConnell of New Enterprise Associates and the National Venture Capital Association, John Diekman of Bay City Capital, Tom Clancy of Enterprise Partners, and Jeremy Glaser of Cooley Godward. Wednesday, January 16, 7:00 to 9:00 a.m.; Hyatt Regency Aventine, 3777 La Jolla Village Drive, La Jolla; Cost: no charge for members, $45/non-members with reservations prior to deadline, $50/non-members at the door; Reservations are required for both members and guests and must be made by Friday, January 11. Reservations: http://www.sdvg.org, 619-308-9423 or reservations@sdvg.org.

**** "David Overskei at the San Diego MIT Enterprise Forum." David Overskei, CEO of Polexis, will be presenting at the Forum on Wednesday, January 16, 5:00 to 8:00 p.m.; La Jolla Marriott, 4240 La Jolla Village Drive; Cost: $35 if prepaid by Jan. 14, $40 at the door; RSVP: http://www.sdmitforum.org, 619-236-9400 or fax 619-236-8940. Info: http://www.sdmitforum.org.

**** "SD TCA Angel Seminar," is presented by the San Diego Tech Coast Angels (SD TCA). The seminar will provide an in-depth overview on angel investing for accredited investors, who are interested in becoming angel investors, or who have limited experience as angel investors. Successful entrepreneurs who have exited their businesses and high net-worth individuals with senior business experience are encouraged to attend. Local experts in angel investing will conduct the event and cover a wide range of topics. Thursday, January 17, 7:30 a.m. to 4:30 p.m., with refreshments from 4:30 to 6:00 p.m.; Manchester Executive Conference Center at USD; Cost (includes continental breakfast, luncheon and refreshments at 4:30): $250/TCA and Aztec Venture Network members, $350/non-members; To register (limited to first 25 participants): Karen at CONNECT, connecttca@ucsd.edu or 858-534-6114; Sponsorship Information: Don

[handwritten: See the feature article in this Newsletter for more information]

Grimm at grimmdw@aol.com or 858-259-5278; Event Information: Bill Payne at bpayne@san.rr.com or 858-759-1616.

**** "Attacking the Market: Creating a 'Buzz' for Your Product" is presented by the San Diego Regional Technology Alliance (SDRTA). The event will serve as a guidepost to help entrepreneurs navigate the path to launching and developing their ventures by engaging in the correct sales and marketing techniques. January 17, 8:00 a.m. to 12:00 p.m.; Mission Valley Marriott Hotel, 8757 Rio San Diego Drive; Cost: $35/pre-registered, $45 at the door. Register: poskin@sdrta.org or 619-615-1050 ext.200.

**** "Double Feature" business presentation is presented by UCR Connect. Donald K. Dougherty, president & CEO of BotanaMedica, Inc., will discuss "Comfort Zone – A scientifically advanced product for personal pain management" -- how BotanaMedica is poised to become a leading market supplier of topical pain management products. Agenor Mafra-Neto, CEO & founder of Moritor Technologies, Inc., will discuss "Moritor – Democratization of Knowledge in Agriculture" -- how Moritor uses handheld devices, GIS, and other proprietary technology to analyze the patterns of pest distribution and suggest actions for management and control. Friday, January 18, 11:30 a.m. to 1:30 p.m.; UCR Extension, University Village, 1201 University Ave., Suite 207, Riverside; Cost, cash or check only: $10.00/members, $12.00/non-members, lunch included; RSVP by January 16: 909-699-3560 or jwilson@ucx.ucr.edu. Info: http://www.ucrconnect.org.

**** "Demystifying Internet Quality of Service (QoS): Making QoS Work for You" is presented by CENIC. The workshop looks at Internet Quality of Service (QoS) technology for improved network utilization. By configuring routers and switches, QoS ensures networks will deliver a guaranteed level of throughput for mission-critical network traffic. CENIC is a not-for-profit ~~corporation formed by the California Institute of Technology, the California State University,~~ ~~Stanford University, the University of California, and the University of Southern California to~~ *that* facilitate and coordinate the deployment, development, and operation of a set of seamless, and robust advanced network services. Thursday, January 24, 10:00 a.m. to 2:00 p.m.; auditorium of the San Diego Supercomputer Center (SDSC) at UCSD, directions at http://www.sdsc.edu/Visitors/directions.html; Register: http://www.cenic.org/Workshops/qos_workshop.html; Info about CENIC: http://www.cenic.org.

**** "National Security after 9-11: The Importance of Technology Transformation, to and from the US Military" is a January "Headliners" event from the San Diego Telecom Council (SDTC). A panel of experts will expand on how early-stage technology companies can work more effectively with the US Government as a customer, source and license new technologies that have been developed by the US Military, and find channels of funding that may be available through DOD initiatives. The keynote speaker will be Admiral Bill Owens USN (Ret.), Co-CEO and Vice Chairman, Teledesic, former Vice Chairman Joint Chiefs of Staff -- commanded the U.S. 6th Fleet during the Persian Gulf War and served as Vice Chairman of the Joint Chiefs of Staff in 1994-1995. January 29, 5:00 to 7:30 p.m., Hilton Torrey Pines; Cost: $40/non-members, $45 at the door; Register: http://www.sdtelecom.org before 5:00 p.m. Friday, January 25.

8. Send Us Your News By Friday

Editor: Brian Blazevic
Editor-At-Large: T George Harris

The CONNECT Newsletter is published weekly on Tuesdays by UCSD CONNECT. The deadline for submissions is 5:00 p.m. on Friday prior to Tuesday publication. CONNECT welcomes company information and program announcements; however, all information is printed at the discretion of UCSD CONNECT and only on a space available basis. The Newsletter does not print company earnings reports or job listings. Event announcements must include date, time, sponsoring organization, a brief description and contact information.

SEND COMPANY NEWS AND ANNOUNCEMENTS to connect5@ucsd.edu.

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