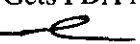


UCSD CONNECT NEWSLETTER  
TUESDAY, OCTOBER 2, 2001  
ISSUE 11-40

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UCSD CONNECT NEWSLETTER  
TUESDAY, OCTOBER 2, 2001

CONNECT Editorial: The New CONNECT...What's in it for You?

By Dr. Fred Cutler, Executive Director, UCSD CONNECT

With so many new programs and services being launched at CONNECT as part of our ongoing CONNECT 2.0 efforts, I'm often asked for suggestions on how best to get involved. So here goes, not in any particular order.

**\*\* CONNECT Technology Convergence Conference – Find out what will drive the high-technology and life science sectors to new growth. Our first annual national conference coming up next spring (April 15-17) will bring together industry leaders from across the world to debate**

how information technology is converging with life science...are we making progress in getting life saving drugs to market sooner? Have ideas or opinions? We want to hear from you. Want to register early? We will put you on the "first in line" list. Contact Sydney Lightbody at [sydneyl@ucsd.edu](mailto:sydneyl@ucsd.edu).

**\*\* CONNECT AgBio** – Mix it up with the latest agricultural biotechnology start-up companies, venture capitalists and scientists from across the nation. Coming October 18 & 19, this is a very focused, exciting 2 day program giving you a chance to get immersed in the very latest business opportunities and scientific discoveries within agricultural biotechnology. Expectations are high that agbio companies can really impact the huge problems of world hunger and malnutrition. Come find out for yourself. Contact JoAnne Peinado at [jpeinado@ucsd.edu](mailto:jpeinado@ucsd.edu).

**\*\* CCAT (Center for the Commercialization of Advanced Technology)** – This is the one people have been talking about. CCAT is funded by the Office of Naval Research (ONR), and is a comprehensive approach to the commercialization of technology from universities, private industry, and the government to meet problems of national importance. Given the national defense issues now facing our country, the CCAT program has taken on a real sense of urgency. CONNECT is excited to be part of CCAT alongside our co-collaborators: UCSD's Jacobs School of Engineering, SDSU's Foundation and Entrepreneur Management Center, ORINCON Corporation International and San Diego's SPAWAR Systems Center. The program started in September and is off to the races. CCAT will be announcing a Solicitation for Technologies soon. A feature article will appear in the October 9 issue of the Newsletter to give you all the information about this important new technology commercialization program. Contact John Busch at [ajbusch@ucsd.edu](mailto:ajbusch@ucsd.edu).

**\*\* CONNECT Entrepreneur Development Best Practices Series** – Hear from "been there, done that" business leaders how to start, grow and mature your high-tech/life science entrepreneurial business whether it's a start-up or a large company division. This is a brand new entrepreneur educational program that digs into topics you have told us are important – early and later stage financing, scalable management structures, motivating a fast changing team, and much more. Each session will be lead by one of our top entrepreneurial executives. Starts in February, but get your name on the list early. Space will be limited. Contact Bob Benson at [rbenson@ucsd.edu](mailto:rbenson@ucsd.edu).

**\*\* CONNECT Entrepreneurs Roundtable** – This is a just out of the oven, new CONNECT program dedicated to the needs and interests of the high-tech/life science CEO. I've found that most problems CEOs face relate closely to problems that other CEOs are loosing sleep over. CONNECT Entrepreneurs Roundtable is a great monthly lunch program that lets CEOs interact and connect directly with their peers. Come find out for yourself. Contact Julie Rausch at [jrausch@ucsd.edu](mailto:jrausch@ucsd.edu).

**\*\* CONNECT Member Investor's Breakfast.** This one is actually not new, but I'm going to sneak it in anyway because there is so much new about the event. At the Breakfast, the CONNECT 2002 Directory will be released. I've seen the final proofs, and it's drop-dead fantastic. Once again, it's the "who's who" list of every high-tech/life science person and company in the region. With all the new folks streaming into our San Diego entrepreneurial hotbed, the CONNECT 2002 Directory is a must have.

Want to get a copy hot off the presses? Are you a CONNECT member? Then get your tired body to our big CONNECT Member Investor's Breakfast on October 25. Find out about all the exciting new CONNECT 2.0 programs, meet our new, world class CONNECT team and simply network with the best business contacts in town. Contact Rebecca at [connect3@ucsd.edu](mailto:connect3@ucsd.edu).

**\*\* CONNECT Team** – I just have to put in a plug for our expanded CONNECT team. If you haven't met our new Director of Programs superwoman Anette Asher yet, watch out. Anette brings a trainload of life science business experience to the team and really knows personnel management. In the weeks to follow, stay tuned for highlights on all the others that have made the CONNECT team the very best.

I also wanted everyone to know that Carole Ekstrom will be leaving UCSD CONNECT after 11 dedicated years. Effective November 1, she will be the Assistant Dean for Development & External Relations for the University of San Diego (USD) Law School. Carole has been with CONNECT as the Director of Membership & Sponsorship and Executive Publisher of the Directory since 1990, and the entire team at CONNECT wishes her well in her new appointment. More about Carole's new position and all the valuable contributions she has made to CONNECT will be highlighted in next week's Newsletter.

## 1. Weekly News Bulletins

### a. Annual SDSIC Investment Conference Coming October 16

The San Diego Software Industry Council (SDSIC) will hold its seventh annual Investment Conference, this year in association with UCSD CONNECT, on October 16. Fifteen carefully selected companies seeking up to \$3,000,000 in investment capital will present their business plans to approximately 300 investors and industry leaders.

This year's conference hopes to build on last year's momentum, where six of the eighteen companies that presented have been funded to date. Jim Brailean, president and CEO of PacketVideo, will open the conference with a keynote address. PacketVideo has raised nearly \$100 million this year.

The Conference will be a key leading indicator of investment interest as we turn the corner from the post dot-com era and head into 2002. "This year we received over 100 applicants," said Bob Slapin, executive director of the SDSIC. "We are seeing very qualified candidates with extremely viable business plans, strong management teams and real revenue models." Of the 100 applicants, 15 have been chosen to present.

Seven of the 15 presenters are CONNECT Springboard companies. "The main focus this year is ventures that really have traction – meaning customers and solid technology. The value will be very high for the investors," said the CEO of one of the presenting companies. "These (businesses) have been scrubbed and prepared by some of the best experts in the community, like John Busch of CONNECT Springboard. The team at CONNECT was invaluable...for the quality of help they bring to a start-up."

The lead sponsor for the conference is Brobeck, Phleger & Harrison, LLP, and founding sponsors are Ernst & Young, Marsh USA, and Silicon Valley Bank. Contributing Sponsors are PricewaterhouseCoopers, QUALCOMM, Inc. and Stoorza Communications, and the Media Sponsor is The T Sector.

The seventh annual Investment Conference will take place October 16 from 7:00 a.m. to 12:30 p.m. at the Hilton La Jolla Torrey Pines. An exhibit and breakout room will be available to attendees throughout the duration of the conference. In addition to presenters and investors,

anyone interested in the future of the San Diego software and Internet industry is encouraged to attend. The cost is \$80 for SDSIC members and \$115 for non-members. To RSVP or for more information, call the SDSIC at 858-450-5935 or visit <http://www.sdsic.org>.

### c. Forewarnings About WARN

By Alison P. Adema, Esq., Baker & McKenzie

Unfortunately, the acronyms WARN and RIF (Workers Adjustment and Retraining Act and Reduction In Force), along with pink slips and lay offs, are heard more and more in the board rooms and human resources departments of technology companies. Each of these acronyms, particularly WARN, has intricacies that are important to understand at the planning stage of a lay off.

Companies with employment losses reaching the numeric thresholds that trigger a "plant closing" or "mass layoff" under WARN must provide affected employees with 60 calendar days notice prior to any planned reductions. WARN specifically prescribes the content of the notice, which is intended to protect employees by providing them with a transition period prior to job loss. WARN notice also must be provided to State dislocated worker units. Limited exceptions exist for "faltering companies," "unforeseeable business circumstances," and "natural disasters."

WARN applies to any business enterprise that employs 100 or more employees, excluding part-time employees, and those with 100 or more employees, including part-time employees, who in the aggregate work at least 4,000 hours per week, exclusive of overtime hours. Employers not covered by WARN do not need to provide any notice before laying off an employee, or any severance payment, except as required under their employment policies, individual employment contracts, or a collective bargaining agreement.

A "plant closing" refers to a shutdown of an employment site or facility if the shutdown results in employment loss for 50 or more employees during any 30-day period. The term "mass layoff" refers to a RIF that is not the result of a "plant closing." It triggers the notice requirement when employment losses during any 30-day period occur for at least 33 percent of employees (at least 50).

Notably, a "plant closing" may require WARN notice where a "mass layoff" would not, since a "plant closing" requires only the reduction of 50 employees, without the additional requirement that this number equal 33% of the workforce. As with "part-time," employers should be aware that WARN defines "plant closing" more broadly than common usage might suggest by including the shutdown of an "operating unit," meaning "an organizationally or operationally distinct product, operation, or specific work function within or across facilities at the single site."

WARN analysis must be thorough and precise. Failure to provide required WARN notice undermines the objectives of the statute and can result in costly penalties. For this reason, employers should seek the advice of experts in analyzing the application of WARN to plant closures and lay offs, particularly in ambiguous situations.

### About the Author

Alison P. Adema is a senior associate in the Employment Law group of the San Diego office of Baker & McKenzie. Ms. Adema represents employers in litigation matters and counsels employers on a wide array of legal issues, including individual terminations and lay offs.

## 2. High Tech News

### 3. Health Care Business

#### a. CONNECT Teams with SDCMA for AgBio Showcase

By Maarten Chrispeels, SDCMA and Professor of Biology, UCSD

A two-day event on October 18 and 19 will combine the strengths of UCSD CONNECT and the San Diego Center for Molecular Agriculture (SDCMA). CONNECT will organize an Ag Bio Partner & Inventor's Showcase Forum on October 18 and the SDCMA organizes a scientific symposium on October 19.

This is the first partnering forum that specifically targets young agricultural biotech companies. Approximately 20 of these will present their technologies first in an oral presentation, then during a poster session with accompanying reception. The line-up of companies shows that there are many new ideas beyond making new transgenic crops (GM crops).

Companies scheduled to present in morning and afternoon sessions include AgraQuest, Applied Phytologics, Cambria Biosciences, CropDesign N.V., Digital Gene Technologies, EGEA Biosciences, NovaFlora, and PlantGenix. A discussion of agricultural economics and biotech in South East Asia will be held during lunch.

Day two of the event is the annual Fall Symposium of the SDCMA. The SDCMA is an alliance of biologists from UCSD, The Salk Institute and The Scripps Research Institute whose basic inventions have a direct bearing on agriculture. The SDCMA was created to promote interactions of these San Diego scientists with Ag Biotech companies, and a large number of inventions made by SDCMA researchers have been licensed to them. See <http://www.sdcma.org> for additional information. The focus of this year's symposium is on how plant cells transduce hormonal and environmental signals. Speakers include Joanne Chory, The Salk Institute; Sarah Assman, Penn State University; Thomas Eulgem and Alan Jones, University of North Carolina; Tatsuo Kakimoto, Osaka University; and Helen Blackwell, Harvard University.

Signal transduction is crucial to the way plants develop and respond to their environment. An understanding of signal transduction is crucial to manipulating plant growth either by agrochemicals or by using transgenes. Genomics and molecular genetics are providing powerful tools for dissecting signal transduction pathways and identifying the genes involved.

The Agricultural Biotechnology Partnering & Inventor's Showcase is presented by UCSD CONNECT, The Salk Institute, UCSD Technology Transfer Office and the SDCMA. It is being held October 18 and 19 in La Jolla, California. Register online at <http://www.connect.org>. Information about agendas, speakers, and hotels is also available.

#### b. Advanced Tissue Sciences Gets FDA Approval

Advanced Tissue Sciences and Smith & Nephew received FDA approval for Dermagraft, a skin graft product. The approval came in the form of a letter from the FDA stating that the agency has approved the Premarket Approval Application (PMA) for Dermagraft in the treatment of chronic foot ulcers in patients with diabetes. Advanced Tissue Sciences is the first company to have

gained FDA approval for a tissue-engineered, living dermal substitute that is human-based, mass produced and cryopreserved.

The approval will result in a \$5 million milestone payment to Advanced Tissue from Smith & Nephew, whose established distribution network will provide scheduling and treatment of patients in need of the product. Dermagraft joins TransCyte as the company's approved products.

#### 4. The "Bits"

##### a. Be Part of The T Sector's San Diego Tech Annual

San Diego companies are invited to send in listing information for The T Sector magazine's San Diego Tech Annual directories. The T Sector will publish its Tech Annual as a November/December special edition, and the quality and content will ensure it becomes a year-long reference. The Tech Annual includes analysis and trends, plus the Coolest New Companies of 2001, Top Newsmakers of 2001, "Who's Who," Tech Company Directories, Leader Reflections & Look to San Diego's Future, Tech Jobs and more.

To be included in the directories, the following information must be sent to [cchapman@thetsector.com](mailto:cchapman@thetsector.com) by October 10: Category (Telecom & Wireless, Life Science, Software & Internet, Electronics, Defense & Space), company name, Web site, primary local address, local phone, key officers and titles, main contact person and title, e-mail addresses (general info mailbox), number of local employees, services you offer, and 2-4 sentences about your company – subject to editing by The T Sector.

##### b. Genetronics Names New President and CEO

San Diego-based Genetronics Biomedical Corporation announced that Dr. Avtar Dhillon has been appointed President and CEO. Dr. Dhillon replaces Grant Denison, who remains on the board of directors. Prior to his new appointment, Dhillon was Vice President of MDS Capital, a venture capital firm focused on health care and life sciences companies.

##### c. Molecular Medicine Purchased

The management of Molecular Medicine, LLC, a development and manufacturing company for the production of cell- and gene-based therapeutics for clinical trials, has purchased 100% of the company's interests from Roche Diagnostics Corporation and the University of California. The company will continue to provide quality services for its gene therapy and vaccine customers, according to David Backer, the company's new president.

#### 5. Angel Angles

##### Angel Company of the Month: Payment Protection Systems

Payment Protection Systems (PPS) is in the financing protection business. The idea is deceptively simple, and has enormous potential. The company's patented electronic starter interrupt system, the patented ON TIME Payment Protection Device (ON TIME), was designed for ensuring prompt payments on automobile leases and loans. If a car payment isn't made ON TIME, the car won't start.

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The ON TIME unit is installed into the ignition system of a financed vehicle. Sitting just under the dash, LEDs warn the operator when a payment is due, and if it's not received on time, the vehicle is disabled. PPS has allowed for the use of disabled vehicles in emergency situations. The system is considered safe and reliable, due in large part to microprocessor technology – it has no moving parts.

Companies that use the system report an increase in sales because financing can easily be extended to customers with poor credit ratings. The company and product have been featured in the New York Times, San Diego Business Journal, North County Times, The Detroit News, and Used Car Dealer Magazine.

The company has plans for growth, and Mike Simon, CEO, looked to the San Diego Tech Coast Angels (SD TCA). So far this year, PPS has raised \$260,000 in angel financing, and Simon said the money will be used for patents and the product. "We have one patent now," he said, "and four more pending."

Simon learned of the SD TCA through Scott Clark, a company investor who joined SD TCA. And, the company's relationship with SD TCA has been helpful in more ways than financing. Two members now sit on the board, including Clark. "They have been, and are, extremely valuable," said Simon. He thought the SD TCA process was valuable. "I thought it was very professional and quite a learning experience for me. It will help us grow."

Editor's Note: Information about the San Diego Tech Coast Angels is available at <http://www.techcoastangels.com>. Payment Protection System's home on the Web is <http://www.ppsontime.com>.

## 6. Connections

### a. DriveCam Video Technology Making an Impact

Limousines from Las Vegas Transportation are equipped with video technology from DriveCam Video Systems. DriveCam is also known as I-Witness, a year 2000 CONNECT MIP winner. DriveCam is a palm-sized video recorder mounted behind a vehicle's rearview mirror that records what the driver sees and hears during unusual driving incidents. Within days of installing DriveCam, Las Vegas Transportation was able to use a recording to prove its driver was not at fault in an accident and as evidence in an insurance claim.

DriveCam monitors driving activity by continuously recording video, audio and four directions of G-forces into a digital looping memory. G-forces, which are caused by activities such as hard braking, acceleration, harsh cornering or collisions, trigger DriveCam to save a driving event for later viewing. The digital recording allows fleet managers to view an event on a TV, camcorder or laptop computer.

## 7. Who's Doing What

### AT CONNECT

\*\*\*\* Seventh annual "Investment Conference" is presented by the San Diego Software Industry Council (SDSIC) in association with UCSD CONNECT. The conference is an opportunity for

entrepreneurs of early-stage software and Internet companies who are seeking up to \$3 million in funding and for angel investors, private investors, and early-stage venture capitalists seeking top-quality investments. The event takes place Tuesday, October 16. See the feature article in this Newsletter for details.

\*\*\*\* "AgBio Partnering and Inventor's Showcase" is presented by UCSD CONNECT. Day one of the two-day event will highlight opportunities for partnering and investments in emerging agricultural biotechnology companies world-wide. Day two is the SDCMA Scientific Symposium entitled "How do plant cells transduce hormonal and environmental signals?" See the feature article in this Newsletter for details. The event takes place October 18-19 at the Salk Institute from 9:00 a.m. to 7:00 p.m. Corporate rate is \$295 for both days; academic is \$195; students \$75. Visit <http://www.connect.org> for registration and details. Students should e-mail [connectinfo@ucsd.edu](mailto:connectinfo@ucsd.edu) for registration.

\*\*\*\* The "UCSD CONNECT Annual Member Investor's Breakfast" is exclusive to CONNECT members and sponsors. Attendees will learn about the new CONNECT 2.0 and receive the hot-off-the-press 2002 Membership Directory. The cost is \$350 for a table of 10 or \$40 per person. Tables have become a commodity – Irene Veca, the well-known Marketing Executive with Ernst & Young, has set a trend. Also reserving tables are Paul Kreutz of GrayCary; David Doyle, Partner, Morrison & Foerster; Weslie Pettus of Knobbe, Martens, Olson & Bear; and Brad Orr of John Burnham Insurance. The Breakfast will be held at the Hilton Torrey Pines on October 25. To register or for more information, contact Carole Ekstrom at 858-534-3861 or [cekstrom@ucsd.edu](mailto:cekstrom@ucsd.edu).

#### At UCSD

\*\*\*\* "Inside San Diego High Tech: The SAIC Story" is presented by the 2001 UCSD Economics Roundtable. Dr. Robert Beyster, SAIC's founder, chief executive officer and chairman of the board, will give attendees an inside look at the challenges and triumphs of SAIC. The event takes place Tuesday, October 16 at 7:30 a.m. at the UCSD Faculty Club. The cost is \$50.00 per person. For registration, call 858-822-0510 or e-mail [emunk@ucsd.edu](mailto:emunk@ucsd.edu). More information is available at <http://econ.ucsd.edu/roundtable>.

\*\*\*\* "The Betrayal of Trust: Emerging Diseases in a World Out of Balance" with author Laurie Garrett is presented by The Helen Edison Lecture Series. Garrett will discuss the cascade of statistics that show public health worldwide is in a downward spiral. She is the only writer ever to have been awarded all three of the "big Ps" of journalism: Peabody, Polk and Pulitzer. A question and answer session and book signing will follow the lecture. The event takes place Wednesday, October 17 at 7:00 p.m. at the UCSD Price Center Theater. Admission is free, no reservations required. For additional information, call 858-822-0510 or e-mail [emunk@ucsd.edu](mailto:emunk@ucsd.edu).

\*\*\*\* "Lean Project Management Part 2" is presented by the UC Extension Leadership & Management Institute For Technology Professionals. Ron Mascitelli, founder and president of Technology Perspectives, will be presenting lean methods that enable dramatic reductions in project cycle time while maintaining effective control. The one-day workshop takes place Friday, October 19 from 8:30 a.m. to 4:30 p.m. at UCSD Extension, Sorrento Mesa Center, 6925 Lusk Boulevard. The cost is \$125 for EPSE/LAMP alumni, \$150 non-alumni, and includes continental breakfast, lunch, and materials. Visit <http://www.uclamp.org> or call 858-882-8030 for more information.



\*\*\*\* UCSD Extension offers courses and certificate programs in the biotech, clinical research/clinical trial, engineering and high-tech areas. The list below is only a small sample of available courses. Visit the listed Web sites for complete information.

#### Clinical Research/Clinical Trial:

---- Good Laboratory Practices: Oct. 6

---- Drug Safety: Surveillance and Reporting: Oct. 20-27

For more information, visit <http://www.extension.ucsd.edu/healthcare> or contact Donna Stern at [dmstern@home.com](mailto:dmstern@home.com). To enroll, call 858-534-3400.

#### Biotech:

---- Top Drugs-Top Synthetic Routes: Oct. 3-24

---- Advanced Biotechnology Quality Assurance: Oct. 5&8

---- Introduction to Bioinformatics: Oct. 6&13

For more information, visit <http://sees.ucsd.edu/Biotech.html> or contact Elizabeth Hickman at 858-451-7696 or [ehickman@ucsd.edu](mailto:ehickman@ucsd.edu). To enroll, call 858-534-3400.

\*\*\*\* "UCSD Neurosciences Graduate Seminar Series 2001-2002" at the UCSD School of Medicine announces the October schedule:

---- Unified hypothesis for the origin of neural stem cells: Oct. 9

---- Neuronal migration pathways in humans and mice: Oct. 16

---- Identification and characterization of synaptic vesicle pools in frogs: Oct. 23

---- The role of attention in sensory processing in monkey visual cortex: Oct. 30

The seminars are open to the general public. Contact Tanya Levi at 858-534-7875 for complete descriptions and locations.

\*\*\*\* "2002 UCSD Leadership and Management Program for Technology Professionals."

October is the last month to apply for the 2002 UCSD Leadership and Management Program for Technology Professionals. The ideal candidate is someone who expects to accept increasing responsibility in the near future. The program includes over 150 hours of specialized management training over a six-month period. The program, now in its fourteenth consecutive year, is expected to fill. Registration and more information is available at <http://uclamp.org>.

#### AROUND TOWN

\*\*\*\* "Current Issues in Board & Executive Pay" presented by Corporate Directors Forum. Pearl Meyer of Pearl Meyer & Partners and Bill MacDonald, president & CEO of Clark/Bardes Consulting will address topics including executive pay when market value is low, compensation trends, upcoming compensation committee regulations, and trends in executive benefits. The event takes place Thursday, October 4 from 5:30 to 8:00 p.m. at the Hyatt Aventine, 3777 La Jolla Village Drive. The cost is \$50. RSVP to 858-455-7930 or [cdf@directorsforum.com](mailto:cdf@directorsforum.com). More information is available at <http://www.directorsforum.org>.

\*\*\*\* "ThInc Out Loud" is presented by Inc Magazine. The conference will provide a forum for CEOs, managers and entrepreneurs to share critical and practical solutions required for continued business survival and excellence despite tough economic times. The event features symposia, workshops, financial planning information and case studies of several Inc 500 companies. "ThInc Out Loud" will be held at the Sheraton San Diego Hotel & Marina from October 15 - 18. For registration and additional information, contact Rich Whelan at 800-255-1080, visit [http://www.incevents.com/events/confs/thinc\\_out\\_loud/conference/conference.html](http://www.incevents.com/events/confs/thinc_out_loud/conference/conference.html) or e-mail [conferences@inc.com](mailto:conferences@inc.com).

\*\*\*\* Seventh annual "Investment Conference" is presented by the San Diego Software Industry Council (SDSIC) in conjunction with UCSD CONNECT. See the feature article in this Newsletter for details. The event takes place Tuesday, October 16 at the Hilton La Jolla Torrey Pines, La Jolla, from 7:00 a.m. to 12:30 p.m. The cost is \$80 for SDSIC members, \$115 for non-members. RSVP to the SDSIC at 858-450-5935 or visit <http://www.sdsic.org>.

\*\*\*\* "8th Annual High-Tech Awards" is presented by the AeA. San Diego tech companies in the following categories will be honored: Software, Internet products & services, Computers & related products, Telecommunications products & services, Semiconductors, Analytical, Industrial and medical instrumentation, & Outstanding emerging growth. The event takes place October 17 at the Hilton Torrey Pines from 11:30 a.m. to 1:30 p.m. The cost is \$65 individual, \$550 for a table of 10. To register, contact Tammy Carney at 858-452-9288 x100 or [tammy\\_carney@aeonet.org](mailto:tammy_carney@aeonet.org), or visit <http://www.aeonet.org>.

\*\*\*\* "InfoGation: Connecting Cars to the Internet" is presented by the San Diego MIT Enterprise Forum. The event features Dr. Kent Pu of InfoGation, moderator Malcolm Wood of Wireless Facilities, and panelists from Qualcomm and DriveCam. The event takes place Wednesday, October 17 from 5:00 to 8:00 p.m. at the La Jolla Marriott, 4240 La Jolla Village Drive. The cost is \$35.00 if pre-registered by October 12; \$40.00 at the door. Register at [www.sdmiforum.org/events](http://www.sdmiforum.org/events) or call 619-236-9400.

\*\*\*\* "The Venture Plan" is presented by the San Diego Regional Technology Alliance (SDRTA). The seminar focuses on the process for building a winning venture, including how business plans help attract investment and lay the foundation for the company's strategy. Panelists will speak on what investors look for in a company, the importance of the market, financial statements, creating the "dream team," and more. The event takes place Thursday, October 18 from 8:00 a.m. to 12:00 p.m. at the San Diego Mission Valley Marriott, 8757 Rio San Diego Dr. To register and for more information, visit <http://www.sdrta.org/ventureplan.htm> or call Peter Oskin at 619-615-1050 ext. 200.

\*\*\*\* UCR CONNECT will host a double feature business strategy presentation highlighting two start-up companies. Paul Repicky of Seat Revolution will present "Responsive Seating Technology" and Patrick Walsh of Dyna-Q Corp will present "Software that Intelligently Answers Complex Questions." The event takes place October 19 from 11:30 a.m. to 1:30 p.m. at University Village, 1201 University Avenue, #107, Riverside. RSVP by October 17 at 909-699-3560 or [esternagle@ucx.ucr.edu](mailto:esternagle@ucx.ucr.edu). The cost is \$8 for UCR CONNECT members, \$10 for non-members; lunch is included.

\*\*\*\* "IEEE Visualization 2001," the 12th annual IEEE Visualization conference, is coming to San Diego. The conference is ideal for anyone using computer graphics in biology, chemistry, networking, engineering, medicine, aerospace, mathematics, the environment, education, or anyone who explores and mines data. There will be speakers and special presentations, tutorials, symposia and exhibitions. The 2001 IEEE Visualization conference will be held October 21 – 26 in the convention center of the Paradise Point Hotel. Full details of the event and registration information are online at <http://vis.computer.org>.

\*\*\*\* "Pride in Performance," a case study of a dynamic employee-owned company, is presented by the Foundation for Enterprise Development. Wayne Winton of SPARTA will discuss the unique employee ownership environment SPARTA has created; specifics of their formula driven, performance-based plans; and more. The event takes place Tuesday, October 23 at the La Jolla

Marriott from 7:30 a.m. to 9:15 a.m. The cost is \$40 in advance, \$45 at the door. Register online at <https://www.fed.org/events/forms/bwwestregistration.htm> or call 858-826-1690.

\*\*\*\* "Scripps Fourth Biennial Drug Development Conference" is sponsored by BIO. The interactive conference is held about every two years and tackles current regulatory and drug development issues. Senior FDA, MCA and EMEA officials attend, and this year the following are confirmed: Dr. David Feigal (FDA), Dr. Bob Temple (FDA), Dr. Ian Hudson (MCA/EMEA), Professor Strandberg (formerly of the Swedish Authority/EMEA). The event takes place October 24 – 26. For registration and information, contact Katrina Schropp at 760-930-0500 or [kschropp@ebdgroup.com](mailto:kschropp@ebdgroup.com). More information is also available at <http://www.ebdgroup.com>.

\*\*\*\* "SPAWAR & Industry Conference 2001" is coming October 31. Learn what business opportunities may be available from SPAWAR Headquarters, the Program Managers, the Systems Centers located in Charleston SC, Chesapeake VA & San Diego CA, and the SPAWAR Information Technology Center in New Orleans. VADM Timothy W. LaFleur, USN, Commander, Naval Surface Force, U.S. Pacific Fleet, is the Conference Banquet speaker, and Admiral Archie Clemens, USN (retired), has accepted an invitation to speak. The conference takes place October 31 to November 2 at the Bahia Hotel, Mission Bay, San Diego. Registration and additional information can be found at <http://www.ndia-sd.org>.

\*\*\*\* For a comprehensive listing of current events in the technology industry, visit the Southern California Technology Calendar at <http://www.socaltechcalendar.com>.

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 a contact phone number.

SEND COMPANY NEWS AND ANNOUNCEMENTS to [connect5@ucsd.edu](mailto:connect5@ucsd.edu).

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