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Date: Tue, 21 Dec 1999 16:08:57 -0800 (PST)
From: UCSD CONNECT <Connectnews@popmail.ucsd.edu>
To: connect-newsletter@ucsd.edu
Subject: CONNECT NEWSLETTER, December 21, 1999
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UCSD CONNECT NEWSLETTER
December 21, 1999

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Holiday Greetings from UCSD CONNECT!

The entire staff at UCSD CONNECT wishes you a happy and healthy holiday season. We look forward to another successful year together with you. Our next newsletter will be published January 4, 2000.

As you can see from the following announcements, CONNECT has another busy year planned for you.

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2. About the Newsletter

ANNOUNCEMENTS

- a. A Course in "Starting and Financing Technology Companies"

UCSD CONNECT will offer it's very popular course "Starting and Financing Technology Companies" this winter. Starting January 10, 2000, the course examines the components that affect the founding, survival and success of a new business venture.

Course instructor Ken Olson leads students through issues regarding the formation of new business ideas, raising capital, building a management team, finding corporate partners, understanding intellectual property issues, preparing market introductions, and creating value. Each class meeting gives students an opportunity to meet important leaders in the San Diego business community and to learn from their experiences.

"The sessions feature guest speakers who are San Diego's leading high-tech and biotech entrepreneurs and investors," says Olson. "Participants focus on learning how to think about starting and financing a high-tech company, including how investors evaluate technologies and analyze investment opportunities. This is a unique avenue for both networking and information gathering. Several successful companies were founded after the key players took this courses," Olson continues.

The course begins January 10, 2000 at 6pm in the evening and continues through March 13 on each consecutive Monday night. The location is the Sidney Kimmel Cancer Center at 10835 Altman Row, San Diego. The course fee is \$400 for individuals, with additional registrations from the same

company or group offered at a discount. Download a registration form at <http://www.connect.org> or call 858-534-6114.

b. The Athena CareerLine Survey

The Athena CareerLine Survey, Thursday, January 20, 2000, Hilton La Jolla Torrey Pines, 5:00 p.m. - 7:30 p.m.

Please join us for the public release of the results of the first annual Athena CareerLine Survey. The survey, conducted by MBA students at SDSU, examines the San Diego technology community's performance on metrics important to women. CONNECT member companies were surveyed and interviewed regarding attracting and retaining women to their companies, the numbers of women in executive positions in the companies, and what percentage of top wage earners were women.

To kick off the year, our special guest speaker will be Larry Rosenstock, M.Ed., J.D. and Principal & CEO of San Diego's new High-Tech High School, scheduled to open in September 2000.

FEE: \$25.00 for members of Athena \$35.00 for non-members

For registration information please call CONNECT at 858-534-6114 or e-mail <mailto:dcicero@ucsd.edu>

c. Save the Date: Capital Markets Seminar

Capital Markets Seminar: Outlook for 2000, February 2, 2000 7:30-10:00 a.m., La Jolla Marriott. This seminar will present leading investment bankers, corporate executives and attorneys who will share their insights into lessons learned in raising capital and will present their outlook for 2000. The seminar is designed for both private companies considering an initial public offering as well as public companies seeking additional capital.

For registration information please call CONNECT at 858-534-6114 or e-mail <mailto:dcicero@ucsd.edu>

d. Financial Forum

16th Annual UCSD CONNECT Technology Financial Forum, February 24, 2000 Hilton, La Jolla Torrey Pines 9:00 a.m. - 7:30 p.m.
The San Diego Technology Financial Forum is designed to give venture capitalists exposure to the maximum number of new companies and opportunities in the minimum amount of time. This year's Forum has been compressed to one day and approximately 30 companies will be making concise six-minute presentations. The Financial Forum will also feature, Irwin M Jacobs, founder and CEO of QUALCOMM, Kenneth Lipper of Lipper & Company, and Brett Helm, CEO and President of IPivot.

For registration information please call CONNECT at 858-534-6114 or e-mail <mailto:jrausch@ucsd.edu>

e. Improving America's Health III: A Survey

Improving America's Health III: A Survey of the Working Relationship Between the Life Sciences Industry and the FDA published by UCSD CONNECT and PricewaterhouseCoopers.

Submission Deadline Extended Until the End of the Year

"We have been asked to extend the deadline for completing and submitting the questionnaire until the end of the year" said Donald W. Grimm, Managing Director of the project. "This survey and its findings have had a

significant impact on the daily work of the FDA. This effort to improve the day-to-day relationships between the FDA and the biopharmaceutical and the medical device companies truly helps everyone. We expect the findings from this new survey to reveal progress that has been made and to define additional steps that must be taken to further improve this working relationship," Grimm stated.

If you have not received a copy of the questionnaire please call Sara Benignus at UCSD CONNECT in San Diego at 858-534-4750 or email Sara at <mailto:sbenignus@ucsd.edu>.

2. ABOUT THE NEWSLETTER

The CONNECT Newsletter is published weekly on Tuesdays by UCSD CONNECT. Deadline for submissions is 5 p.m. on the Friday prior to 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 earnings reports or announcements regarding new personnel. Send company news and announcements to Andrea Moser at <mailto:amoser1@san.rr.com>

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