



Annual Report 2006





*Accelerating Innovation in San Diego*

CONNECT is a non-profit organization dedicated to creating and sustaining the growth of innovative technology and life science businesses in San Diego. Since 1985, CONNECT has assisted in the formation and development of over 1,000 companies and is widely regarded as the nation's most successful regional program linking inventors and entrepreneurs with the resources they need for success.

Serving as a proven neutral broker, CONNECT directly addresses the critical business needs of companies ranging from start-ups to large public corporations, as well as university and research entrepreneurs. CONNECT's main goal is company creation. That's why its services are tailored to meeting the varying needs of San Diego entrepreneurs at all stages of their business life cycles and growth. Since its inception, CONNECT has assisted more than 1,000 technology companies. CONNECT's programs serve as a catalyst for the development and exchange of ideas, a forum to explore new business avenues and partnerships, and an opportunity to network with like-minded peers.

CONNECT's success is directly attributable to the generous, unfailing support of its surrounding technology community. CONNECT's multifaceted network of business and university resources form the platform for its award-winning programs and events. The active, hands-on participation by CONNECT's premier partners, vendors, and providers from the high technology, life sciences, legal, accounting, investment banking, marketing, and communications industries continues to give the organization invaluable expertise. CONNECT also thrives on the experience and generosity of the region's business professionals and capital providers who participate in various committees and programs such as Springboard, and who serve as mentors as in the Entrepreneurs in Residence program. The result of this dynamic support and partnership is an energetic, resource-rich environment for honing ideas, pursuing personal growth and professional development, and exploring innovative business opportunities for entrepreneurs.



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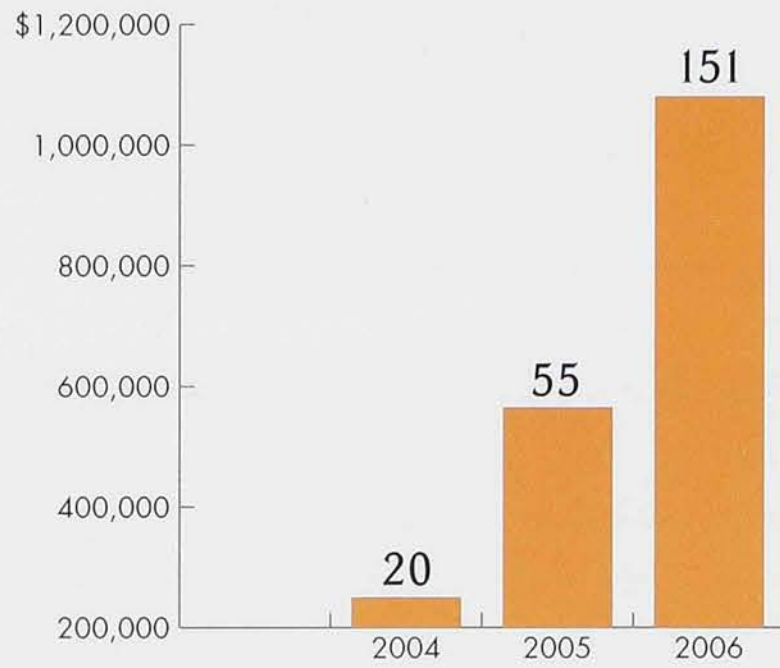
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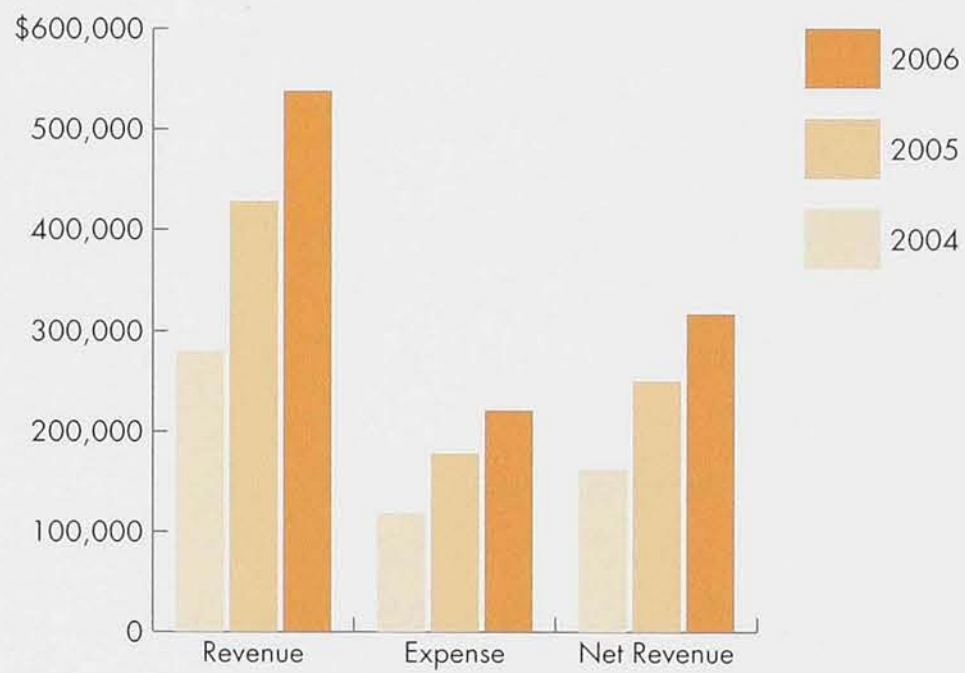
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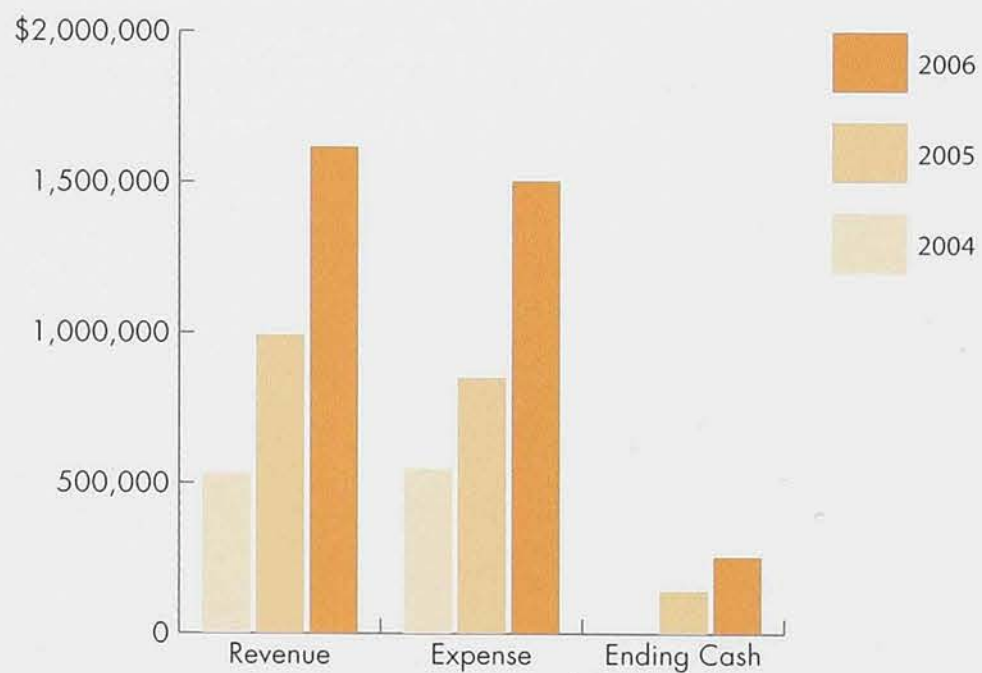
## CONNECT MEMBERSHIP



## CONNECT PROGRAM REVENUE



## CONNECT NET CHANGE IN CASH







From Duane Roth, Chief Executive Officer

CONNECT's first complete year as an independent organization has confirmed our belief that the region's business and scientific communities would encourage the revitalization of this world-renowned community resource. This inaugural year has been a whirlwind of activities, which included the completion of CONNECT's transition from UCSD, the establishment of governance structures, and the seating of a new board of directors, which includes some of the region's most prominent business, scientific and civic leaders who support CONNECT's regional mission.

During this transition and rebuilding, CONNECT celebrated its 20-year anniversary. We have had a lot to celebrate. The non-profit organization has become the "gold standard" for technology business accelerators throughout the world. In addition, CONNECT completed the planned merger with the San Diego Regional Technology Alliance (RTA) and alliances with the San Diego chapters of the MIT Enterprise Forum and Tech Coast Angels. We were awarded (through Calit2) the University of California Opportunity grant of \$70,000, which will support Springboard activities in Fiscal Year 2007. CONNECT added 100 members this year, and the staff grew to 10 full time employees.

CONNECT also initiated new programs this year aimed at solving key challenges in the region's technology and life science community. For example, CONNECT, along with our trade association partners, BIOCOM, CommNexus, SDSIC and the Security Network began the formation of two business accelerators, one in the life science industry and the other in high-tech, to address the lack of funding for early-stage technology that falls between the grant/angel financing stage and the venture round financing stage.

In addition, CONNECT began development of an index to measure the "invisible economy" of new start-up companies in San Diego. To be named CONNECTdex™, this index will measure and report on the number of new start-up life sciences and high-tech companies in San Diego.

We are proud of our results in our inaugural year as an independent entity, and are grateful for the contributions of CONNECT members, who provide the infrastructure that empower our many programs. We pledge to continue to provide value to our community and return opportunities to our members, while we continue to strengthen our commitment to new business creation in the San Diego region.

Sincerely,

Duane J. Roth  
CEO, CONNECT



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Chairman



Catherine Mackey  
Vice Chair, Life Sciences



Marco Thompson  
Vice Chair, Technology



Jay deGroot  
Secretary



Carl Eibl  
Treasurer



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Executive Assistant

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Affiliate Programs



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Frontiers in Science and Technology

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Kate Bartel  
Program Assistant

Kristen Sargent  
Program Manager, Awards &  
Recognition Events



Angela Cummings  
Program Manager, Marketing &  
Communications



# Membership

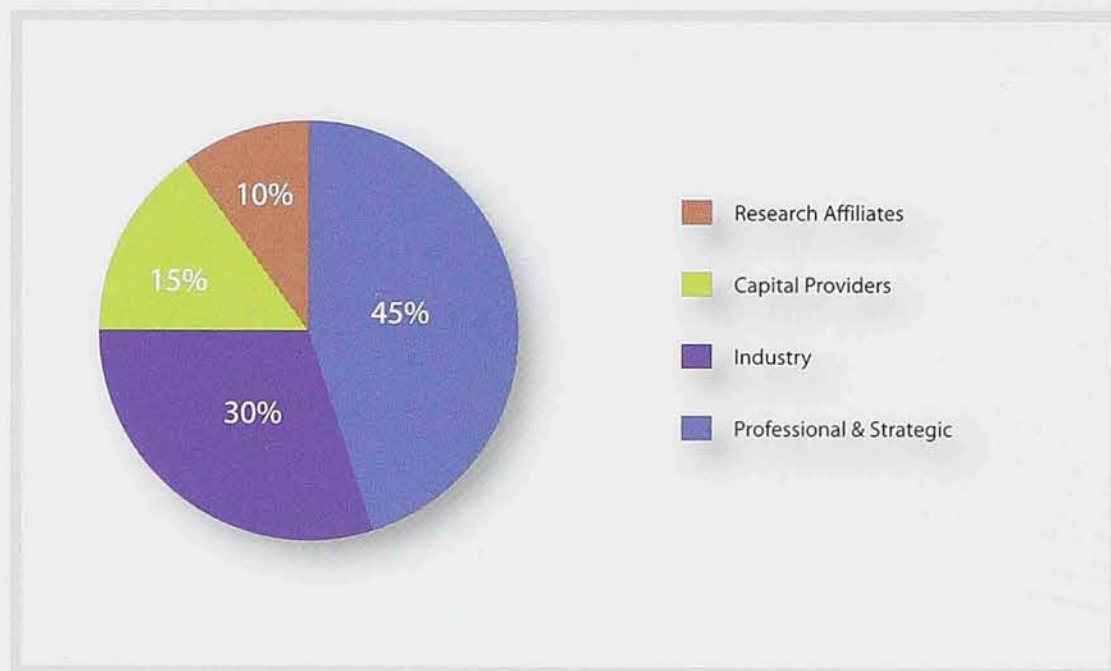
*Membership*



CONNECT staff, together with its members, are tasked with ensuring a robust environment for growing and sustaining entrepreneurship in San Diego. Not only are CONNECT members critical to the financial health of the organization, but they are key partners in the delivery of quality programming. Member participation in CONNECT programs and committees is instrumental in enabling the organization to offer its variety of programs and services. CONNECT members form our committees, lead our FrameWorks workshops, and provide expertise through panel participation in our Springboard program. Between the staff and the membership, we are able to provide a critical set of free services to entrepreneurs.

The below graphic illustrates the breadth of membership types that collaborate with the CONNECT staff to ensure efficiency of operations and delivery of content.

CONNECT Membership



CONNECT launched its 2005 fiscal year with a total of 55 members (up from approximately 20 in 2004), and exceeded the 2006 membership goal by adding approximately 100 new members. The ongoing value we provide to our membership is reflected in the membership renewal rate, which was 90 percent in 2006.



# Assisting in New Business Creation

*Assisting in New Business Creation*





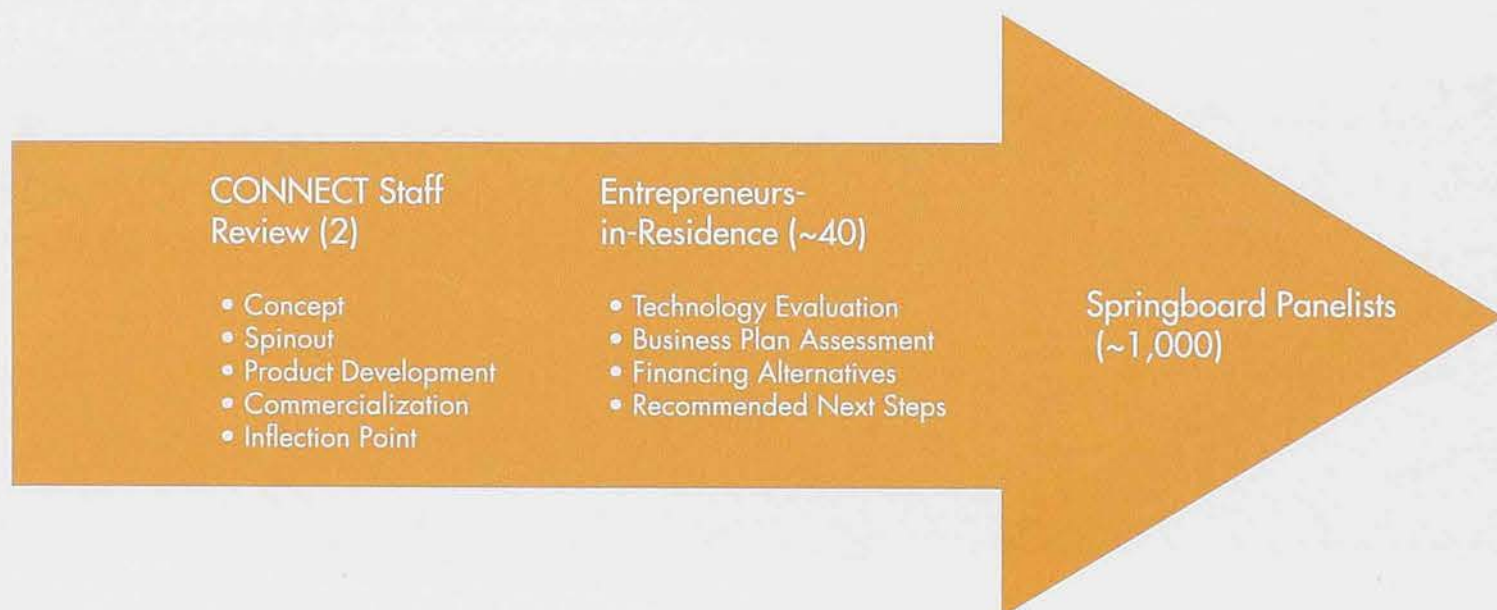
# SPRINGBOARD



Now in its 14th year, the Springboard program offers free assistance to life science and high tech companies in all stages of development. Since its launch in 1993, more than 250 companies have completed the program. Over 50 percent of those companies are still in business, and have secured over \$600 million in funding. This nationally recognized program assists entrepreneurs in refining and validating the strategic foundations of their business opportunity. Applicants meeting the program criteria, from concept-stage inventors and scientists to companies seeking funding, spend six to 10 weeks in coaching sessions with experienced Entrepreneurs in Residence to help them develop their business model and/or funding strategy. Springboard culminates in a panel presentation, offering entrepreneurs feedback from seasoned industry veterans and top tier service providers.

## Springboard

Assisting Inventors and Entrepreneurs with Starting New Companies







A select group of panelists listen to a business plan presented by a Springboard entrepreneur.

At the end of 2006, 25 panel presentations were conducted, with 60 additional companies in the pipeline. We also introduced the Entrepreneur in Residence (EIR) Program. EIRs are senior "C" level executives who have started, grown and/or sold companies, and volunteer up to 10 hours per week for three-to-six months to mentor Springboard applicants. This experienced group of mentors has resulted in exponential growth of the program in both quantity and quality of the

experience for all involved. We ended the year with 30 EIRs in both the high-tech and life sciences industries. Success of the Springboard program is measured in many ways, including companies receiving financing, assistance in developing their financial model, an improved business plan for presentation to VCs, and a well-developed sales and marketing plan.

Recent successes of companies who participated in the Springboard program include the following:

- Soapbox Mobile received \$10 million in funding; Daylight Solutions received \$7.5 million in Series A round of funding.
- Innolytics received approval from the Environmental Protection Agency.
- MindTouch was chosen as one of 70 companies to present at Demo, a national unveiling of the latest, most innovative technologies.
- Videonary and eMolecules both found senior executives to join their management teams through participation in the Springboard program.

## Global CONNECT

Global CONNECT is a dynamic collection of organizations and firms, regional development organizations, university programs, and capital service providers working together to develop international high technology and life science linkages. The network extends partnering opportunities across national borders, offering globally-minded entrepreneurs and established firms the tools and resources to accelerate the creation of local high-technology and life science enterprises.

CONNECT partners with Global CONNECT on the Bridge Program, an intensive Springboard experience for established international companies seeking to launch a U.S. presence in San Diego. Springboard helps these entrepreneurs with access to strategic partners, customers, business service providers, potential acquirers, investors, supply chain



partners, and talent. This is done with a qualifier that these opportunities have the potential to add significant value to the local economy, and to the existing relationships within our networks. By helping to make the world even 'flatter', we become, in effect, an arbitrageur of global knowledge and opportunity, and do our part to keep San Diego at the forefront of innovation.

### UC Opportunity Grant

CONNECT, via the California Institute for Telecommunications & Information Technology (Calit2), was awarded a one-year grant to partner with Calit2, the Jacobs School of Engineering, the William J. von Liebig Center for Entrepreneurism and Technology Advancement, and the UCSD School of Medicine to identify promising new technologies with commercial potential. CONNECT will utilize its Springboard platform to help the university accelerate the development of its most promising technologies, and to better identify and evaluate those technologies which warrant further research or internal investment. Scientists will be offered the opportunity to participate in the Springboard program, and up to 14 candidates will be served during the year.

This project will focus on assisting the technology transfer process by facilitating partnerships with faculty members considering the UC Discovery Grant opportunity. The overall goal will be to strengthen the chain of communications, interactions and processes, and linking the sources of commercializable science and technology with the facilitating network in which CONNECT is an active leader.

### Center for the Commercialization of Advanced Technology (CCAT)

The CCAT program, supported by Congress and funded by the Department of Defense, is a public-private partnership between academia, industry and government. Partners include San Diego State University Research Foundation and Entrepreneurial Management Center, the University of California, San Diego Jacobs School of Engineering, the von Liebig Center for Entrepreneurism, The Security Network, and the Space and Naval Warfare Systems Center Pacific. The consortium-style CCAT intends to bridge the gap that exists between the generators of technology, the Department of Defense and the commercial marketplace.

In an effort to help boost the region's strong defense sector, a Memorandum of Understanding between CONNECT and CCAT provides CCAT grant recipients commercializing defense related technologies a chance to participate in Springboard.



# Recognizing Excellence

*Recognizing Excellence in Entrepreneurship  
and Innovation*



## MOST INNOVATIVE NEW PRODUCT AWARDS



The Most Innovative New Product Awards is an annual competition that honors the vision, hard work, and perseverance that transform ideas and technologies into products. A selection committee comprised of top-level business executives, researchers, and community representatives reviews all nominations and chooses three finalists per category. Those finalists then present in-person product demonstrations to a panel of Distinguished Judges, some of San Diego's top civic and business leaders. The winner in each category is revealed at the awards ceremony in December.

In 2005, product nominations were received from 86 San Diego companies, from which 25 finalists were chosen by the Selection Committee, and eight winners were selected by the panel of Distinguished Judges. The luncheon was attended by over 850 people, including eight San Diego schools attended the event through the Young Innovator program.



The Bill Otterson Award, CONNECT's individual award for extraordinary contribution to entrepreneurship in our community is awarded to Bill Carpenter by Jeff Baglio of DLA Piper.



**The following are the 2005 Most Innovative  
New Product Award winners**

**Biotechnology R&D**  
Arena Pharmaceuticals for  
APD356



**Communications Technology**  
Freescale for Wireless  
Broadband Signal Processor



**General Technology**  
DigiVision, Inc. for Video  
Enhancement Cable



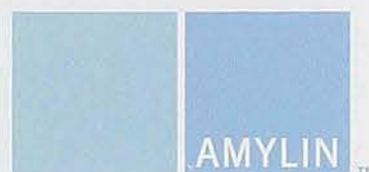
**Hardware**  
AwarePoint Corp. for AwarePoint  
Indoor Positioning System



**Life Sciences:**  
**Medical Devices & Diagnostics**  
Yulex Corporation for Yulex



**Life Sciences: Therapeutics**  
Amylin Pharmaceuticals for  
SYMLIN



**Security Technology**  
Pixon LLC for  
PixonVision PV-200



**Software**  
Veoh Networks, Inc. for Veoh





## ENTREPRENEUR HALL OF FAME



Launched in 2005, the CONNECT Hall of Fame honors those individuals who have made the biggest impact on the San Diego regional economy through the building of and/or promotion of high-tech and life science businesses. Inductees are honored at a biannual luncheon where they share their story with the audience through a live interview with Fred Lewis, host of ITV's "The Heart of San Diego." Honorees are selected by the Hall of Fame committee, a group of San Diego business and academic leaders. The first high-tech leader inaugurated was Irwin Jacobs of QUALCOMM. This year, Walter J. Zable, CEO of Cubic Corporation, was honored. The 2006 luncheon was attended by over 300 individuals.



Dr. Irwin Mark Jacobs addresses the audience after his induction into the CONNECT Hall of Fame.



Walter J. Zable is interviewed by Fred Lewis.

### FoxCONNECT

FoxCONNECT, a partnership between CONNECT and Fox Channel 6, is a weekly news segment that provides the San Diego community with business technology stories happening in our own backyard. Through this partnership, CONNECT supports Fox's coverage by providing story ideas that come from the CONNECT membership and CONNECT affiliate companies. FoxCONNECT includes profiles on various San Diego entrepreneurs at different stages of their careers -- from successful world renowned visionaries to young entrepreneurs in the early stages of fulfilling lifelong dreams.



# Tools of the Trade

*Tools of the Trade: Training and Education*



*“As a founder of a small start-up, I have found the material covered by CONNECT events is the meat and potatoes of building my business.”*

**Darren Wellington, Co-Founder, Black Box Engineering**

## FrameWorks Workshops



FrameWorks workshops offer content-rich, targeted educational programs that help young to mid-staged companies build a business around their promising science or technology. Subject matter expertise is provided by knowledgeable top-tier professionals who are also CONNECT members. Program attendees gain valuable business vocabulary and tactical skills, and underwriters gain credibility with our future business leaders. Entrepreneurs attending FrameWorks workshops include technology and biotech founders, CEOs and top management, and the workshops attract people from a wide range of disciplines including technology, communications, software, life sciences and business services.

The FrameWorks Workshop program includes 23 subjects in four categories: Business Development Basics, Funding and Finance Basics, Intellectual Property Basics and Operations Basics.

Business Development Basics	Funding and Finance Basics	Intellectual Property Basics	Operations Basics
Getting started legally	Government Grants Overview	IP Overview	Selecting and Managing Facilities
Commercializing Innovation	Start-up Accounting and Tax Issues	Building your IP Portfolio-Life Science	Production
Human Resources	Preparing for Investment	Building your IP Portfolio-Technology	
Compensation	The Art of Term Sheet		
Governance	Partnerships and Alliances-Life Science		
Product Development	Partnerships and Alliances-Technology		
Marketing, Branding and Sales	Mergers & Acquisitions		
Employment Law	Licensing-Life Science		
Regulatory & Reimbursement Issues	Licensing-Technology		



# Showcasing Pioneers

*Showcasing Pioneers in Science,  
Technology and Entrepreneurship*



TOWNSEND  
*and*  
TOWNSEND  
*and*  
CREW  
LLP

**Knobbe Martens Olson & Bear LLP**  
*Intellectual Property Law*

**Heller Ehrman** LLP

**SVB** Silicon Valley Bank  
A Member of SVB Financial Group

**CORBIN & COMPANY** LLP  
*Certified Public Accountants and Business Consultants*



**ERNST & YOUNG**  
*Quality In Everything We Do*

**Cooley**  
GODWARD KRONISH LLP

**Comerica Bank**

**RCG**  
Retirement Capital Group

**ROTH CAPITAL PARTNERS**

**Grubb & Ellis** BRE Commercial  
Property Solutions Worldwide

## Frontiers in Science/Frontiers in Technology

These monthly lecture series aim to build bridges for the investment community, entrepreneurs and other industry practitioners into the domain of world-class research that occurs in the premier research institutions on the Torrey Pines Mesa, thereby enhancing open access to many heretofore-unknown research efforts. The program has two tracks: Science and Technology. Lectures are followed by Q&A sessions, and the program format is designed to be interactive.

CONNECT delivered six Frontiers lectures January – June 2006, with a sell-out audience for each one.

## Venture Roundtables (formerly Financial Forum)

This newly redesigned program provides pre-screened San Diego companies and emerging scientific concepts an opportunity to showcase their innovative new high-tech and life science focused technologies, and offers investors a glimpse into the industry's research pipeline. The first series, organized to be delivered three times per year, featured high-tech ideas and will be completed in fiscal year 2007 with life sciences and clean-tech as the presenting topics.

In 2006, the high-tech program received 36 applications and showcased six early-stage, San Diego-based technologies to an audience of 35 venture capitalists.

## Leadership Dinner Series

CONNECT regularly hosts invitation-only dinners for executive level business leaders that feature a special invited guest. Attendees are selected based on the fit between their work focus and the specific topic that will be discussed by the invited guest. Invited guests have included Steven Burrill, Chairman of Burrill and Company; Art Laffer of Laffer & Associates; Jesse Goodman, Director of CBER at FDA; Ted Waitt, Founder, Gateway; and Greg Papadopolous, CIO Sun Microsystems.





Wilson Sonsini Goodrich & Rosati  
PROFESSIONAL CORPORATION



MARSH

## Connect with CONNECT

Connect with CONNECT offers an opportunity for informal networking across all of San Diego's most innovative industries. This unique networking event is a must-attend for industry and business leaders, and offers an opportunity to connect in a relaxed and creative setting to create new partnerships and increase contacts. This program is offered approximately three times per year, and is underwritten and hosted by a CONNECT member.

In 2006, we held two sell-out Connect with CONNECT events, with over 250 attendees at each program.



Showcasing Pioneers







# Expanding Affiliations

*Expanding CONNNECT's Affiliations  
in the Community*



The San Diego region's greatest asset is its tremendous ability to collaborate. Recognizing that it takes the combined efforts of a diversified set of organizations with various types of expertise to ensure the success of entrepreneurs and their companies, CONNECT has taken a leadership role within the San Diego community by bringing together the following organizations under the CONNECT Affiliate Program umbrella:



## San Diego MIT Enterprise Forum



In 2005, CONNECT assumed leadership of the San Diego chapter of the MIT Enterprise Forum. The San Diego MIT Enterprise Forum's mission is to educate entrepreneurs in an informative and entertaining environment in front of a

diverse audience of San Diego business leaders and technologists, as well as capital and service providers.

The Forum's mission reflects the ideals of the Massachusetts Institute of Technology's founders, who promoted education for practical applications. This history, rich with tradition, has evolved to one rich with innovation. The Forum welcomes the CEO of a local, up and coming high technology company to present an executive overview and two current challenges facing the business. Presenting companies are privately held and have either completed a round of funding or are generating revenue. An expert panel of advisors lend their advice and provide feedback and potential solutions to these challenges based on their own professional experiences and expertise.

These business challenges are encountered by most any aspiring entrepreneur, including financial, marketing, application of technology, operations, management, growth and diversification. All programs are presented in an open forum of approximately 200-300 guests, and audience participation is encouraged.

With CONNECT's leadership, the Forum revived its programming and membership, adding over 100 members in its first six months as a CONNECT program.





## San Diego Tech Coast Angels

CONNECT has continued its affiliation with the San Diego Tech Coast Angels (TCA) through operational management of its programs. TCA is a group of private investors who invest in and assist early-stage, Southern California companies. TCA also has networks in Los Angeles and Orange County. TCA members provide \$250,000 to \$1 million in early-stage and seed capital, an investment range typically not made by traditional venture capitalists. Members work closely with companies they invest in by mentoring and coaching them, serving on the board, providing contacts, and assisting them with team building, strategic planning and fundraising. The San Diego TCA has its own board of directors and works cooperatively with the other TCA networks.

## Global CONNECT

### Global CONNECT

Global CONNECT brings the benefits of globalization to regional economies by linking a network of individuals and organizations committed to building international technology-based enterprises. Global CONNECT continues to operate within UCSD Extension but has become a partner of CONNECT in delivering educational services and Springboard programs to its wide range of clientele through its Bridge Program.

The Bridge Program assists promising technology and life science companies from all over the world in establishing a presence in San Diego. The program helps to facilitate access for these companies to local strategic partners, customers, business service providers, potential acquirers, investors, supply chain partners, and management talent. A key criteria used in accepting these companies into the program is the potential they have to add significant value to the existing business community and local economy.





## San Diego Regional Technology Alliance

CONNECT and the San Diego Regional Technology Alliance joined forces in late 2004 to form RTA@CONNECT to help catapult CONNECT's entrepreneurial programs and services. The RTA is a private non-profit corporation that promotes sustainable technology growth in the region by providing direct business assistance to high tech and biotech entrepreneurs and companies, programs to bridge the digital divide, and research to help shape public policy and forge effective collaborations.

By combining their strengths, CONNECT and the RTA have provided increased value to the technology community and have enabled entrepreneurs to better navigate the obstacles of company creation and technology development. The RTA has been successfully merged into CONNECT, and many of its programs are still operated under the CONNECT brand.



## The Center for Commercialization of Advanced Technology

The Center for Commercialization of Advanced Technology (CCAT) is supported by Congress and funded by the Department of Defense as a public-private collaborative partnership among academia, industry, and government. With Centers located at California State University, San Bernardino and San Diego State University, the CCAT program provides funding and business development support services to small entrepreneurs, small businesses, and government/university research scientists that have developed technology for use in the Departments of Defense and Homeland Security, as well as the commercial marketplace. CCAT partners with CONNECT through the Springboard program, which assists the inventors and entrepreneurs in developing a successful commercialization strategy for their technologies.



Building Worldwide Relationships

*Building Worldwide Relationships*





Due to CONNECT's worldwide reputation as an international leader in fostering entrepreneurship in the region, delegations that span the globe routinely pay visits to study and learn about the CONNECT model and its success. In that regard, we hosted several delegations in 2006.

## China delegation

In partnership with member firm Jones Day, CONNECT hosted an information session and reception for a group of 10 visiting dignitaries from Shanghai, led by the Deputy Governor of the People's Government of the Shanghai Pudong area. CONNECT's invited guests included business leaders from throughout the San Diego community who were interested in developing new relationships with China.

## Korean, UK companies

CONNECT used its inaugural year to deepen ties with Global CONNECT, hosting several visiting delegations from Korea and the UK, offering visitors the opportunity to observe the CONNECT business model, better understand the regional business creation dynamic, and make acquaintances with many of our members.





Inspiring the Next Generation

*Inspiring the Next Generation of  
Business Leaders*



## Young Innovator Program

The CONNECT Young Innovator Program, launched in 2004, is a program which supports and encourages San Diego's next generation of great innovators and entrepreneurs. The program provides San Diego students the opportunity to attend CONNECT's highly visible community events as personal guests of the region's business and academic leaders. Through the program, local high school and college level students receive personal interaction with San Diego's key high-tech and life science innovators and entrepreneurs.

Participating schools include High Tech High, The Monarch School, The Preuss School, The Donald P. Shiley Science Center for Science and Technology at University of San Diego, the Entrepreneurial Management Center at SDSU, the Jacobs School of Engineering at UCSD, the UCSD Rady School of Management, and Venture Forth at UCSD. CONNECT offers its members the opportunity to purchase and host Young Innovator Tables for these special events.

## CONNECT Summer Internships

In 2006, CONNECT launched a summer internship program, hosting four students who were tasked with specific projects. This program gives CONNECT assistance on special projects and provides the interns with the opportunity to learn about entrepreneurship in the San Diego region. In addition to attending Springboard panels and other CONNECT events as observers, the students were responsible for developing creative solutions that improved the image of our facilities, updating the Linkabit and Hybritech "begat" charts which document the history and growth of San Diego's earliest wireless and life science companies, and learning about the history of CONNECT from its founders. Other projects included the updating of important CONNECT databases and raising membership dollars to support CONNECT's mission.

## Student Observation of Springboard

CONNECT offers students from all of the San Diego business schools the opportunity to observe Springboard panels, and typically hosts between five to fifteen students at any one panel. This program gives students an opportunity to step out of the classroom and observe real-life business challenges faced by entrepreneurs. Listening to the advice of the experts on the panel also provides students an expanded learning opportunity not available in the classroom.



# Telling the San Diego Story

*Telling The San Diego Story:  
Innovation & Collaboration*



## Telling the San Diego Story: Innovation and Collaboration

San Diego's technology clusters remain the envy of the world. The questions from many business and technology leaders from around the world are always the same: "How did San Diego's technology community become so robust?," and "Can we do the same?" The development and growth of San Diego's technology clusters have demonstrated the ability of our region to harness the power of our technical, scientific, financial, government and services communities to bring innovation from development to the global marketplace. As an integrator for the region, CONNECT has created the mechanisms and venues to bring together communities where ideas evolve and new companies take shape and flourish.

The San Diego model has set the standard for what is possible when the community collaborates to share knowledge and develop solutions to important problems. CONNECT is committed to sharing our model and best practices with other regions in the U.S. and beyond. Our successful partnership with Global CONNECT has supported their commitment to growing new technology clusters worldwide. CONNECT presents to an average of two groups per month, ranging from addressing a delegation from Shanghai to presenting the CONNECT model to the National Association of Private Companies in Columbia, South America.

As advances in technology continue to flatten the world, CONNECT is committed to building the partnerships and fostering the relationships that will lead to the creation and evolution of new technology and life science businesses that showcase our region as a globally recognized center of innovation.



CONNECT's Founders, from left to right: Irwin M. Jacobs, Richard Atkinson, Lea Rudee, Mary Walshok, Buzz Woolley, David Hale, Dan Pegg.  
Not pictured: Robert Weaver



Below is a select list of CONNECT staff interactions with outside groups:

- Korean Labor Economic Association & Yeungnam University
- Panelist for UCSD School of International Relations and Pacific Studies (IR/PS) Deans Conference
- Indiana BioCrossroads/San Diego Visit
- California Institute for Regenerative Medicine, Independent Citizens Oversight Committee
- The Burrill China Life Sciences Partnering Meeting
- Merck/Banyu conference

In addition, the CONNECT team served as a representative of the emerging growth industry for numerous media inquiries and contributed articles about regional issues and entrepreneurial trends to several regional publications.

**Representing entrepreneurship in the region, the CONNECT staff helped to facilitate several innovative programs which provided support for key initiatives or served our partner organizations.**

## Wireless Life Sciences Summit

The Wireless Life Sciences Summit was a conference designed to explore the implications of wireless technologies for the healthcare services, IT, biopharmaceutical and medical device industries, and brought together leaders from across a spectrum of disciplines to share information and pave the way for convergence, based upon the rich landscape of San Diego's scientific and business community. This conference was organized by Procopio, Cory, Hargreaves & Savitch, QUALCOMM and Triple Tree, and supported by CONNECT and BIOCOM.



## San Diego Daily Transcript CEO Roundtable

CONNECT hosted a "get acquainted" luncheon and informal discussion to introduce the new Editor of the Daily Transcript to the leaders of San Diego's technology and life science companies. This partnership with the local business media is crucial not only for CONNECT but also for the local technology community as a whole as we continue to strive to tell the region's amazing stories. One of CONNECT's missions is to communicate to the rest of the world the great technologies, science and companies we have grown in San Diego. It is imperative that our local media understand the positive stories and hard work that has been put into making this a leading tech region.

## Tech Bio Group

One element of San Diego's unique culture is the collaborative spirit which guides our relationships. CONNECT hosted the annual gathering of the region's industry and trade associations, including BIOCOM, CommNexus, San Diego Software Industry Council, AeA, San Diego Chamber of Commerce and San Diego Regional Economic Development Corporation in order to reaffirm our commitment to partnership and ensure that our ongoing relationships remain strong.

**Finally, the CONNECT team members served the community by their participation on boards, committee and civic commissions, including:**

Athena

BIOCOM

California Institute for Regenerative Medicine

Center for the Commercialization of Advanced Technology

City of San Diego Science and Technology Commission

CommNexus San Diego

President's Board on Science and Innovation at the University of California, San Diego

San Diego Chamber of Commerce

San Diego Regional Economic Development Corporation

San Diego Science and Technology Council

San Diego Software Industry Council

San Diego State University Sciences and Engineering Deans' Advisory Board

San Diego State University College of Business Administration

Skaggs School of Pharmacy and Pharmaceutical Sciences at the University of California, San Diego

Tech Coast Angels

The Preuss Charter School

The Rady School of Management at the University of California, San Diego

The UC San Diego Foundation Board

MIT Enterprise Forum

UCSD Sulpizio Family Cardiovascular Center



*CONNECT Governance & Committees*



## CONNECT Board of Directors and Officers

### OFFICERS

David Hale, Chairman, Hale BioPharma Ventures LLC (Chairman)  
 Catherine Mackey, Senior VP, Global R&D, Pfizer (Vice Chair, Life Sciences)  
 Marco Thompson, Managing Director, Express Ventures (Vice Chair, Technology)  
 Carl Eibl, Managing Director, Enterprise Partners Venture Capital (Treasurer)  
 Jay deGroot, Partner, Morrison & Foerster LLP (Secretary)

### RESEARCH

Bob Sullivan, Dean, Rady School of Management, UCSD  
 David Hayhurst, Dean, School of Engineering, SDSU  
 Dennis Guseman, Dean of the College of Business Administration, CSUSM  
 Ed Holmes, former Vice Chancellor, Health Sciences, Dean, UCSD School of Medicine  
 Frieder Seible, Dean, Jacobs School of Engineering, UCSD  
 John Reed, President & CEO, The Burnham Institute for Medical Research  
 John Woods, Vice Chancellor, UCSD  
 Larry Smarr, Director, Calit2  
 Paul Kedrosky, Director, von Liebig Center, Jacobs School of Engineering, UCSD  
 Polly Murphy, Senior VP, Business & Scientific Services, The Scripps Research Institute  
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Tyler Orion, Retired (CONNECT)



## CONNECT Committees

### **SPRINGBOARD EXECUTIVE COMMITTEE**

Chair: David Titus, Windward Ventures

The purpose of the Springboard Executive Committee is to provide organizational oversight and governance to the Springboard program.

### **VENTURE ROUNDTABLE**

*Screening Committee*

Chair: Martin Nichols, Heller Erhman

The role of the Venture Roundtable Screening Committee is to identify potential applicants for the program, view dry-run presentations, select the final five Roundtable participants, and provide mentoring and coaching to presenters as needed.

*Dry Run Committee*

Chair: Mike Kagnoff, Heller Ehrman

The role of the Venture Roundtable Dry Run committee is to observe test-run presentations by the entrepreneurs and select the final five Roundtable participants.

### **MOST INNOVATIVE NEW PRODUCT (MIP)**

*Selection Committee*

Chair: Christian Waage, DLA Piper

The goal of the MIP Awards Selection Committee is to determine three finalists per award category. The committee is responsible for reviewing all MIP product nominations, assisting in soliciting nominations for the competition, and volunteer participation on any subcommittees created for the program.

*Distinguished Judges*

The Distinguished Judges, a panel of high-level business, technology and civic leaders, is a prestigious group of executives responsible for selecting one winner per MIP Award category.

### **HALL OF FAME ADVISORY COMMITTEE**

Chair: Brent Jacobs, Burnham Real Estate

The goal of the Entrepreneur Hall of Fame Committee is to establish and uphold criteria for the award and determine individual honorees based on that criteria.

### **SAN DIEGO MIT ENTERPRISE FORUM BOARD & EXECUTIVE COMMITTEE**

Chair Elect: Peter Farrell, ResMed

President: Craig Nelson, Madison Street Partners

The role of the MIT Enterprise Forum Board & Executive Committee is to support the interface of CONNECT with MIT Cambridge, for reporting, leadership and management of chapter business. The specific role of the Executive Committee is to manage the operations of the chapter.

### **SAN DIEGO MIT ENTERPRISE FORUM PROGRAM COMMITTEE**

Chair: Bryan Buljat

The Role of the MIT Enterprise Forum Program Committee is to provide support to the Program Chair and Director in establishing and executing an annual program plan for the number and type of events the Chapter will host.

### **ENTREPRENEUR FRAMEWORKS WORKSHOPS ADVISORY COMMITTEE**

Chair: Ken Polin, Foley & Lardner

The Entrepreneur FrameWorks Advisory Committee ensures that the curriculum offered by the FrameWorks program meets the needs of today's entrepreneurs, scientists and technologists.

### **FRONTIERS IN TECHNOLOGY/FRONTIERS IN SCIENCE ADVISORY COMMITTEE**

Chair: Michael Hird, Winthrop Shaw Pittman LLP

The Frontiers in Science and Technology Advisory Committee sets the agenda for this monthly lecture series by identifying relevant topics and speakers. Committee members also serve as liaisons to speakers from their respective organizations.

### **POLICY COMMITTEE**

Chair: Steve Francis, AMN Healthcare

The goal of the Policy Committee is to ensure that the conditions for entrepreneurship remain robust, particularly in our region. The role of the Committee is to review local, state and federal legislation that impacts new company creation and innovation, and recommend an appropriate position for CONNECT where necessary.



# 2006 CONNECT Members

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