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NJTC
new
jersey **Capital**
Conference

**The Westin Princeton
at Forrestal Village
January 21, 2005**

**The Financial Food Chain –
First Look for 2005**

Presented by The New Jersey Technology Council

Agenda

7:30 a.m. - 8:15 a.m. **Registration**

8:15 a.m. - 8:30 a.m. **Welcome and NJ EDA
Update**

Maxine Ballen, President and CEO, NJTC
Caren S. Franzini, CEO
NJ Economic Development Authority

8:30 a.m. - 9:30 a.m. **Breakfast
Sponsored by, Sonnenschein Venture
Technology Group**

BREAKFAST SPEAKER
Mark Vitner, Vice President, Economist
Wachovia Bank, N.A.

9:35 a.m. - 10:35 a.m.
**Understanding the Financial Food Chain:
Success with Angels & Early VCs**

MODERATORS

Philip H. Politziner, CPA, President
Amper, Politziner & Mattia, P.C.
Edward M. Zimmerman, Esq., Chair
The Tech Group, Lowenstein Sandler P.C.

PANELISTS

Gary Brackenridge, President & CEO
Cross Border Exchange
Josh Grotstein, General Partner & Co-Founder
SAS Investors
Ira Weiss, RK Ventures Group & Asst. Professor,
Accounting, Columbia Business School

Reverse Mergers - Is This Really an Option?

MODERATOR

Susan J. Roos, Partner, PricewaterhouseCoopers LLP,
Assurance and Business Advisory Services

PANELISTS

Michael Galkin, President, VoiceNext
Michael McGuinness, CFO & Treasurer, Vyteris, Inc.
Anthony O. Pergola, Esq., Vice Chair,
The Tech Group, Lowenstein Sandler, P.C.
Richard J. Pinto, Esq. Chair, Venture Technology and
Entrepreneurial Services Practices, Stevens & Lee, PC

10:40 a.m. - 11:40 a.m.

Working with Venture Capitalists 101

MODERATOR

Ella DeTrizio, Esq., Partner, Dechert LLP

PANELISTS

Paul C. Chachko, CEO, Datagence
Gerard S DiFiore, Esq., Partner, Reed Smith LLP
Fred Fritz, Co-Founder and CEO, Valeo Medical, Inc.
Daniel R. Omstead, Eng.ScD, President & CEO,
Hambrecht & Quist Capital Management, Inc.
Terry Williams, Co-Founder, NextStage Advisors

**“Current Trends in Combined Debt/Equity
Financing: A View from the Mezzanine”**

MODERATOR

Steven M. Tyminski, Esq., Shareholder & Corp. Finance
& Capital Markets Department, Stevens & Lee, PC

PANELISTS

Michael Bailey, Partner, Argosy Partners
Kathleen Coviello, VP & Relationship Mgr, Silicon
Valley Bank
John Lee, Principal, Griffin Financial Group, LLC
Jeffrey Mance, Vice President, Strategic Advisory
Group, Wachovia Securities

11:45 a.m. - 12:45 p.m.

Working with Corporate Venture Capitalists

— Why, When and Why Not

MODERATOR

John P. Blasko, Special Counsel, Corporate
Fox Rothschild LLP

PANELISTS

Joseph A. Allegra, General Partner
Edison Venture Fund
John J. Cleary, II, Esq., Partner,
Sonnenschein Venture Technology Group

Exit Strategies: IPO or Acquisition

MODERATOR

Andrew P. Gilbert, Esq., Senior Partner, Morgan Lewis

PANELISTS

Joe Falkenstein, General Partner, NJTC Venture Fund
Bill Martin, Founding Partner, FindProfit.com
Scott Tudor, Senior Principal, TripleTree, LLC
Michael Weiner, Esq, Partner, Pepper Hamilton LLP

12:45 – 2:00 p.m. **Luncheon**

Sponsored by, **TripleTree, LLC**

New Rules in the Software Industry

MODERATOR

Kevin Green, Managing Partner, TripleTree, LLC

PANELISTS

Robert E. Farina, CEO, CyberShift
Jesse Hermann, President and CEO, iCarz, Inc.
David Spofford, CEO, Invoice Insight, LLC

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