

Jerome S. Engel, C.P.A.
Curriculum Vitae Summary
February 2009

PRESENT POSITIONS

Executive Director, THE LESTER CENTER FOR ENTREPRENEURSHIP AND INNOVATION, University of California at Berkeley, 1991 - present. As founding Executive Director, responsible for the creation and ongoing leadership of one of the leading university based programs of entrepreneurship and innovation in the world.

Adjunct Professor, WALTER A. HAAS SCHOOL OF BUSINESS, University of California, Berkeley. Instructs in both the School's MBA and Executive Education programs specializing in Entrepreneurship and innovation, New Venture Finance, Corporate Innovation, Venture Capital and Private Equity. Chair of the Entrepreneurship Group at the Haas School.

General Partner, MONITOR VENTURE PARTNERS, a venture capital firm, associated with The Monitor Group, investing in early stage technology ventures.
Board of Directors or Advisors of several privately held companies [below]
Faculty Chair, U.C. Berkeley Venture Capital Executive Program
Faculty Chair, Intel+Berkeley Technology Entrepreneurship Education Initiative
Faculty Chair, Global Entrepreneurship Faculty Colloquium
Faculty Co-Chair, Global Social Venture Competition
Advisory Board, National Association of Corporate Directors, Northern California
Faculty Advisory Board, Kauffman Fellows program
Editorial Board, International Journal of Technoentrepreneurship (IJTE)
Faculty Co-Chair, Price-Babson@Berkeley entrepreneurship education training program
Entrepreneur-In-Residence, EWING MARION KAUFFMAN FOUNDATION. [2001-3]
Faculty Director, Kauffman Foundation Lifelong Learning for Entrepreneurship Educators Program [LLEEP] 2002-3

PROFESSIONAL EXPERIENCE

Private Equity and Venture Capital: General Partner in Monitor Venture Partners, a venture capital firm associated with The Monitor Group specializing in early stage technology ventures. [2003 – present]. Previously, co-founder, Kline Hawkes & Co. and General Partner of its respective venture funds, Kline Hawkes California and Kline Hawkes California SBIC LP, [1995 –1998]. The lead investor was the California Public Employees' Retirement System [CalPERS]. At June 30, 2007, after 12 years of operation, the fund had achieved a gross return on invested capital of 44.4%, net cash on cash IRR to investors of 41.2%. In addition, the SBIC Fund was ranked in the top quartile of 1995 vintage Participating Securities SBICs by the SBA, which, to date, is the best vintage year of the Participating Securities SBIC program..

Boards of Directors:

MEDAMERICA, Inc., 1993 – Present
ELECTRASCAN, Inc. 1992 - Present
JUPITER SYSTEMS, Inc., 2000 – Present
ADAPTIVE PLANNING, Inc. 2005 – Present
KINFO Inc. Board Observer, 2008 - Present

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MAXIS CORPORATION, 1992 –1995 [Raised \$8m in VC, IPO and sold to EA]
ELLIOTT-PORTWOOD STUDIOS, 1992 - 1997.
KLINE HAWKES CAPITAL MANAGEMENT, INC. 1995 - 1998
TRANSOFT TECHNOLOGY, 1995 - 1998. [Sold to HP]
MICRONET TECHNOLOGY, 1995 - 1998. [Sold to Ampex]
AMERICAN WHOLE HEALTH, Board Observer, 1996 - 1998.
CENTRIC SOFTWARE, Board Observer, 1995 - 1998.
ALLBUSINESS.COM, 1998 – 2000 [Raised \$30m in VC and sold to NBC]
MEDAMERICA OnCall, Inc., 1993 – 2001
Various Not-For-Profit organizations from time to time, including;
Berkeley Entrepreneurship Laboratory, Chair, 2004 – Present

Educator: Faculty at U.C. Berkeley Haas School of Business, Chair of the Entrepreneurship faculty, Executive Director of the Lester Center for Entrepreneurship and Innovation, instructor in MBA and Executive Education programs specializing in Entrepreneurship, Innovation, Venture Capital, Private Equity, New Venture Finance, Opportunity Recognition and Technology Commercialization. Accomplished in Executive Education and frequent guest lecturer at universities and symposia throughout the U.S. and internationally. Previously professional education staff at KPMG, and visiting professor NCCU.

General Management: Co-founder and executive in several enterprises including ALLBUSINESS.com.[1997 – 2000]. CFO from formation of the company through its successful sale, returning over 10x to its investors. At the time of sale the Company had raised over \$30million in venture financing and had over 130 employees.

Public Accounting: Certified Public Accountant. Twenty-one years of top-tier firm experience, focused on building young high potential technology ventures.

- **ERNST & YOUNG** (formerly Arthur Young), San Francisco, CA, 1980-1990, partner from 1982.
 - **National Director of Capital Resources.** Directed the services of Capital Resource professionals in twelve offices around the country (1989-1990).
 - **Bay Area Director of Capital Resources.** Provided capital formation and investment banking advisory services to middle market and principally high technology ventures in the Bay Area (1989-1990).
 - **Partner-in-Charge and Director of Entrepreneurial Services Group.** Member - National Entrepreneurial Services Advisory Committee (1980 -1989). Co-author of the firm's National Strategic Plan on Entrepreneurial Services. Founder and Partner-in-Charge for the San Francisco Bay Area practice (1980-1989).
 - **Audit Partner.** Full responsibility for conducting examinations of financial statements of many public and privately held companies including annual reports, SEC filings, initial and secondary public offerings, evaluation of systems of internal control, valuations, mergers and acquisitions (1982-1990).
- **KPMG** (formerly Peat, Marwick, Mitchell & Co.)1970-1979.
 - **Tax Manager** specializing in services to emerging businesses (1977-1979).
 - **National Office** division of Professional Education (1975-77).
 - **Professional-in-Residence**, North Carolina Central University (1974-75).
 - **Audit Department** professional staff (1970-1974).

INDUSTRY EXPERIENCE:

Representative examples of industry experience includes:

Internet and Telecom: Adaptive Planning (Business Intelligence SaaS), AllBusiness.com (Small Business Internet portal), Televoke (Mobile internet/GPS interface), Skyflow (Wireless Web Access)

Instrumentation , Optics and MEMS: ElectrScan (Non-contact electrical measurement), IrisAO (Adaptive Optics), Nanomix (Nano-devices).

Computers and Software: Autodesk (CAD), Fair Isaac Companies (Financial Services Decision Support), Brøderbund (Entertainment, Education, and Productivity), Maxis (Entertainment – *The Sims*). LeapFrog(Electronic Learning Aids - NYSE:LF) Jupiter Systems (Multi-panel display controllers).

Health Care/Life Sciences: Gene Labs, Inc. (Therapeutics using Recombinant Techniques), Simborg Systems (Network Resident Integrated Hospital Management Information System), Salutar (Monoclonal Reagents for MRI Enhancement), American Shared Hospital Services (Shared Services Mobile MRI/CT), California Emergency Physicians (Health Care Services), MedAmerica (MSO) and MedAmerica OnCall (Telephone Triage, After Hours Care and Call Center Operations), CardioProfile (Cardiovascular disease diagnostic device) .

Electrical Utilities: Southern California Edison, GPU, Potomac Electric, Philadelphia Electric, Virginia Electric, PJM Interconnection

Other Significant Industry Experience includes: Retailing, Electronics, Computers and Computer Peripherals, Telecommunications, Consumer Products, Construction, Building Products and Food Processing, Business Valuation.

SELECTED PUBLICATIONS:

Global Networks of Clusters of Innovation: Accelerating the Internationalization of the Innovation Process, with Itxaso del-Palacio, Business Horizons, Indian University Press, accepted for publication Summer – Fall 2009

Models of Innovation: Corporate v. Start-up Ventures, with John Freeman, California Management Review, November 2007

Start-Up & Emerging Companies, Chapter 20, Accounting and Related Tax Issues, with Marc Berger, Law Journal Press

Technology Entrepreneurship Education: Theory to Practice with David Charron, Intel Corporation and the Lester Center for Entrepreneurship and Innovation, 2007

SELECTED PRESENTATIONS:

Global Networks of Innovation Clusters: Entrepreneurship in the Global Economy, 3rd Symposium on Urban Clusters, Barcelona Spain, February 2009

The Role of Entrepreneurship and Innovation in Building Individual and Regional Economic Opportunity, interNACIONAL ANIEI 2007, XX Congreso Nacional y VI Congreso Internacional de Informatica y Computacion, Universidad Autonoma de Chihuahua, Mexico, October 2007

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- Innovation Strategies: Strategic Models for Stimulating Corporate Growth***, Load.07
Conference, hosted by Posten Norge AS, Oslo Norway, September 2007
- Current Trends in Venture Capital: An Overview***, National Association of Business
Economists, 2007 Annual Meeting, San Francisco, CA, September 2007
- Understanding, Fostering and Managing Creativity***, XXIV World Conference on Science
& Technology Parks, International Association of Science Parks, 2007 Annual
Meeting, Barcelona Spain, July 2007
- Catalyzing International Entrepreneurship: Globalization Strategies for Early Stage
Technology Companies: An Analysis of US and European approaches***,
Avancia/Chambre de Commerce et d'Industrie de Paris Conference, December 2006
- Technology Entrepreneurship: Theory to Practice - Building Businesses from
Innovation***, 10th EMEA Academic Forum, Intel Corporation, Gdansk, Poland May,
2005
- Building Value on Your R&D Investments: Business Models for Financing the Path to
Commercialization***, Industrial Research Institute, 2003 Annual Meeting, Colorado
Springs, CO, May 2003

EDUCATION

- M.S., UNIVERSITY OF PENNSYLVANIA, The Wharton School, 1970.
B.S., PENNSYLVANIA STATE UNIVERSITY, 1968.

LICENSES

- Certified Public Accountant, 1972, [inactive status] CA, NY and PA

SELECTED PROFESSIONAL ASSOCIATIONS

- Member, American Institute of Certified Public Accountants
Member, American Accounting Association [past]
Member, CA, NY and PA Institutes of Certified Public Accountants [past]

Contact Information

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