

Bootcamp Accelerator Workshop Bios



Andreas Baltatzis
Director
KramerAmado

Andreas Baltatzis' goal is to understand the client's business and intellectual property needs and to solve the client's problems as efficiently and accurately as possible. Whether it is a multiyear Freedom to Practice analysis for a production facility launching a new line of business, an Invalidity/Noninfringement Study for a FirsttoFile opportunity, or a patent application for a pioneering technology, Andreas looks forward to answering your call. As a Director at KramerAmado, Andreas counsels clients with regard to due diligence, freedom to practice, invalidity and noninfringement of patents in the fields of pharmaceuticals, chemistry, nutraceuticals, medical devices and consumer products, among other areas.

Andreas also drafts and prosecutes patent applications and directs global patent prosecution on behalf of clients. For clients seeking to prevent future litigation, Andreas prepares and files preissuance submissions of prior art and ex parte reexaminations.

Andreas' favorite part about KramerAmado is the opportunity to build teams with dynamic and talented individuals best suited for the client's needs. From Ph.D.s to gifted attorneys from top intellectual property programs, each client matter is addressed with our best technical and legal team for the job. Andreas' favorite ancillary benefit of traveling to clients in North America, Europe and SouthEast Asia is the opportunity to squeeze in a camera between the suits and take some (hundreds) of pictures on the offdays.

Andreas, his wife Nikki, and their two sons, host KramerAmado's yearly barbeque.



Priya Baskaran
Director of the Entrepreneurship and Innovation Law Clinic (EILC)
West Virginia University

Priya Baskaran is Associate Professor of Law and Director of the Entrepreneurship and Innovation Law Clinic (EILC) at West Virginia University. Priya's scholarship and research focuses on the nexus between public interest law and social justice principles and transactional legal work, both in practice and in the context of experiential education.

Priya came to WVU from the Social Enterprise & Nonprofit Law Clinic at Georgetown University Law Center where she was a Visiting Professor and Supervising Attorney. She previously worked with the Community and Economic Development Clinic at the University of Michigan Law School, where she served as a staff attorney. Priya provided transactional legal services to community based organizations, non-profits, and small businesses in the City of Detroit and the District of Columbia. She has also worked on international land use issues as a research fellow for the East West Management Institute. Her work focused on environmental and land use issues with vulnerable populations in Cambodia.



Joseph G. Bunn
Member
Steptoe & Johnson, PLLC

Joseph Bunn is a Member of Steptoe & Johnson PLLC where he assists clients in mergers, acquisitions, and divestitures of various business interests. He also counsels clients on various business matters, including, without limitation, corporate governance issues, credit facilities, and miscellaneous contracts. Over the course of his practice, he has negotiated and drafted numerous asset purchase and stock purchase agreements for buyers and sellers ranging in size from \$10,000,000.00 to \$265,000,000.00. Recently, he advised a client seeking equity investments through Rule 144, counseled a client on the acquisition of a rail service facility, and steered numerous clients through acquisitions involving bankrupt sellers. Joe's practice primarily pertains to the natural resources, rail transportation, banking, and private equity industries.

Prior to joining Steptoe & Johnson PLLC, Joe worked for the law firm of Jones & Associates where he also practiced corporate law. Before attending law school, Joe served in numerous roles at Central Coal Company, including Director of Finance and Manager of Strategic Planning.



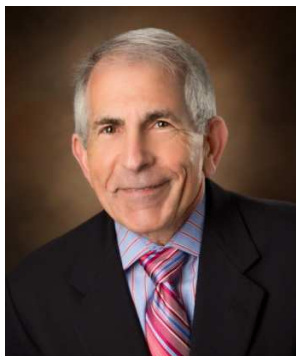
Richard F. Giersch
CEO and Chairman of the Board, Valtari Bio.
Director Health Sciences Innovation, Entrepreneurship, and Commercialization

Richard Giersch serves as Chief Executive Officer & Chairman of the Board for Valtari Bio. He also is the Director of Health Sciences Innovation, Entrepreneurship, and Commercialization at West Virginia University.

Richard is a seasoned biotechnology and venture capital executive. He has served as Director of Information at Fusion Ventures, a venture capital firm where he led technology evaluation and due diligence. He then accepted the Chief Operating Officer position with ZenBio, a regenerative medicine company and research tool provider. In that role he led licensing, manufacturing operations, university partnerships, grant development, and sales operations for 6.5 years. He then became Director of Grants and Development for 21 Ventures, at the time the third largest green and renewable energy venture firm in the world. In that position, he ran a team of 4 to secure over \$65 million dollars in funding and assisted with investment portfolio evaluation.

Just prior to joining WVU, Giersch was the Chief Science Officer and corporate liaison for the New Jersey Center for Biomaterials and served on the Rutgers/Cleveland Clinic Executive Committee of the Armed Forces Institute for Regenerative Medicine, a \$50 million dollar initiative to develop advanced treatment options for wounded warriors. In his career, he has taught classes and seminars on entrepreneurship and technology evaluation at UNC Chapel Hill, NY Academy of Sciences, the NYU Stern School of Business, and TechCoire, a Sacramento Entrepreneur's group. Additionally, he was a panelist on a 10 Day European Trade Mission with the NC Department of Commerce discussing Start-ups and Entrepreneurship in the US. Richard is a creative and strategic thinker who is able to communicate complex scientific and business concepts in ways that are easily understood and compelling.

Richard graduated with a BS from WVU and completed graduate work at UNC Chapel Hill before entering the biotech and greentech start-up space.



Michael Green
Chairman of the West Virginia Growth Investment Fund and
Managing Director of Mountain State Capital

Michael Green, a retired businessman with a background in business and technology, currently serves as the Chairman of the West Virginia Growth Investment Fund and Managing Director of Mountain State Capital, both providing mentorship and funding to entrepreneurs and early stage companies. He was appointed to the West Virginia Board of Education in 2009 and served as the Board President from July, 2015 to January, 2017. Mike is also a board member of the West Virginia High Technology Consortium

Foundation.

Mike serves as an adviser, investor and board member for several privately held technology companies. He earned a bachelor's degree in mathematics from Boston University and a master's degree in numerical science from Johns Hopkins University.

He began his career in 1969 as a mathematician, cryptanalyst and software developer at the National Security Agency. In 1979, he began his career in the private sector and held executive positions with a number of successful technology companies.

Mike dedicates much of his time to working with early stage companies, angel investment groups, lecturing on a variety of business and investment issues and coaching entrepreneurs. He is a resident of Morgantown in Monongalia County and his wife Diane have four children and eight grandchildren.



Matt Harbaugh
Associate Vice President for Transformation
West Virginia University

Matt Harbaugh joined WVU as the Director of Innovation, Entrepreneurship & Commercialization in August, 2013, and was promoted to Associate Vice President of Transformation in January, 2015. In this role, Matt develops innovative strategies and partnerships to advance the university's overall mission, improve operations, generate revenue and enhance the value of university assets. In addition, Matt also serves as the Executive Director of the WVU Innovation Corporation, an applied research corporation that partners

with government and industry to develop, test, evaluate and commercialize new technologies.

Departments and entities reporting to the Associate Vice President include:

- WVU Corporate Relations
- WVU Office of Technology Transfer
- WVU Health Sciences Innovation Center
- WVU Innovation Corporation

Matt has earned the following degrees:

- The George Washington University Law School, 1998 - J.D.
- The George Washington University School of Business, 1998 - M.B.A., Finance Concentration
- Duke University, 1992 - B.A., Philosophy and Public Policy



Tim James
Loan Officer
First Microloan of West Virginia

Tim James has been working with small businesses for 16+ years with the West Virginia Small Business Development Center and currently with WCCED-First Microloan of West Virginia. FMLWV is an Intermediary Lender for the Small Business Administration, providing the SBA Microloan program within West Virginia and Pennsylvania. The Microloan is a business loan ranging from \$5,000 to \$50,000 to be used for infrastructure of a small business. As loan officer, James works with entrepreneurs who are looking to start up or expand their businesses by providing assistance with funding and training resources.

Doing business as First Microloan of West Virginia we serve 21 counties including; Barbour, Brooke, Calhoun, Doddridge, Gilmer, Hancock, Harrison, Lewis, Marion, Marshall, Monongalia, Ohio, Pleasants, Preston Ritchie, Taylor, Tyler, Upshur, Wetzel, Wirt, and Wood Counties. The program lends more money than any other SBA micro-lender in Western PA and West Virginia.



Larry Miller
Executive in Residence
Innovation Works

As an Executive in Residence at Innovation Works, Larry Miller works with the management teams of early-stage life sciences and medical device companies and other start-ups. Larry helps entrepreneurs address their critical business issues including product and business development, fundraising, sales and marketing, and strategic planning. Some of these high potential enterprises receive grant or investment funds and become members of the Innovation Works investment portfolio. For portfolio companies, Larry provides mentoring and network access, and may serve as an observer on the board of directors.

Larry has more than 20 years of experience in leading and managing medical device companies to identify commercializeable IP and accelerate product development, raise venture capital, manage cash flow, identify market opportunities and generate sales, sustain profits, and implement productivity and quality improvement practices. His background includes 16 years of P&L and balance sheet management of divisions as large as \$600M in sales to as small as a skunk works product development team designing novel permanent magnet based MRI systems.

Prior to joining Innovation Works, Larry was President and CEO of Biomec, a privately held technology accelerator and investment company which raised over \$20M in SBIR grants and provided contract engineering and manufacturing as well as business development consulting for radiology product manufacturers and distributors. Previously, Larry was President of the Healthcare Products group at Picker International and Philips Medical systems, a \$600M distributor of radiology supplies. He also managed the Asia/ Pacific region for sales and service of the diagnostic imaging product portfolio, and was president of the Picker Financial Group, a JV, captive leasing company. Other experience included leading the marketing and sales of CT and MRI products for Picker and General Electric Medical systems. Larry is a member of the Coulter Oversight Committee. He is an active volunteer in the Reading is fundamentals program and in Entrepreneurship Youth. Larry serves as a judge for the Pennsylvania Junior Academy of Science and for the Pennsylvania Regional Engineering and Science Fair, both organizations support STEM programs.

Larry has earned a Bachelor of Science in Mechanical Engineering from the University of Pennsylvania and an MBA from the Wharton School.



Kevin O'Connor
West Virginia Senior Business Lender
Natural Capital Investment Fund

Kevin O'Connor joined Natural Capital Investment Fund in April 2015 in the role of West Virginia Senior Business Lender. He brings over 20 years of bank management and lending experience, and is passionate about working with small business owners. He has assisted companies in both West Virginia and Alaska in various industries, including tourism, retail, logging, agriculture, and professional services. Through his support of family-owned businesses, Kevin has also developed a keen understanding of what's required to successfully operate a farm, a home cottage, and an e-commerce site.

In addition to his finance background, Kevin brings five years of public accounting knowledge to NCIF. He has helped numerous entrepreneurs prepare and analyze financial statements, set-up Quick Books, conduct audits, and file tax returns.

Kevin currently sits on the boards of the United Way of Marion County and Habitat for Humanity of Marion County. He received degrees in accounting, finance and business administration from the University of Maryland University College and Eastern Washington University.



Michele O'Connor
Manager
West Virginia Jobs Investment Trust

Michele O'Connor has more than 25 years' experience in the finance and banking industry. She has attained her Certified Financial Planner designation along with the Accredited Investment Fiduciary Manager and Development Finance Certified Professional designations. Michele was the Portfolio Manager for the Trust Department at First United Bank and managed over \$600 million for the department. Currently she is the Investment Manager for the West Virginia Jobs Investment Trust, which is a leading WV venture capital firm focused on turning the innovation of new ideas into successful world-class companies. She is a Board member, Treasurer and Co-Chair of TechConnect West Virginia and serves as an Advisory Board Member for the WWSBDC.

She has extensive experience in entrepreneurship having successfully run a cottage knitting business contracting with other women to create knitted items to be sold in exclusive boutiques and department stores in New York and San Francisco. Additionally, she has launched an e-commerce website and has integrated social media marketing to create a web based travel advisory service.

Michele graduated Magna Cum Laude with a BA in Finance from the University of Maryland University College.