



## ACCESS TO CAPITAL: Emerging Sources

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November 14, 2014  
Sheraton Stamford Hotel

#### SPEAKER BIOGRAPHIES



**BRET BADER**  
CEO  
Owlstone, Inc.

Bret Bader joined Owlstone Inc. in 2006 as CEO. Prior to Owlstone, Bret was General Manager and Vice President, The Americas for Smiths Detection. Owlstone has developed a chemical detection technology that takes the form of a microchip. This revolutionary sensor delivers extreme sensitivity while simultaneously offering great selectivity and ignoring the background chemicals that can typically cause false alarms.

The Owlstone system is a platform technology where the hardware remains largely unchanged regardless of application and where the system is enabled through software. The system is a fully reprogrammable solution that will evolve to both integrate into a cell phone and be a standalone system no larger than a golf ball. The Owlstone technology brings the analytical power of a laboratory-based spectrometer to the palm of your hand.

From the detection of explosives and chemical weapons to the diagnosis of disease through the chemicals in your breath, Owlstone is delivering life changing capabilities in a form factor that allows for ubiquitous deployment.

Owlstone Inc. has commercialized products in the Industrial Process Control, Scientific Instrumentation, and Defense markets, and has over 100 customers in USA, Europe and Asia. It employs over 50 people and is headquartered in Norwalk, CT, with R&D and manufacturing facilities in Cambridge, U.K. Owlstone has made inroads in the medical space through collaboration with the Universities, which have used Owlstone's technology in medical diagnosis feasibility studies. Owlstone's funding sources have included venture capital, angel investment and a Small Business Innovation Research (SBIR) grant.



**GARY BREITBART**  
Director, Growth Company Advisor Services  
Business Council of Fairfield County

Gary Breitbart joined The Business Council to establish Growth Advisory Services, an initiative seeking to accelerate the growth of smaller companies in Fairfield County. Growth Advisory Services is designed to help firms with less than \$50 million in revenue and less than 100 employees find and access local and statewide service providers, funding sources and other resources, both from the public and the private sector.

Gary is also the founder and President of PCF Consulting, a consultancy that works with multi-channel retailers, software start-ups and other business service providers to address their strategy, e-business, marketing, technology and operating challenges.

Before launching PCF, Mr. Breitbart was senior marketing and strategy executive with several larger firms, including Prudential, AT&T, Aon, NatWest and Charming Shoppes. His experience also includes considerable work with start-ups, turnarounds and accelerating growth of large, established brands through re-positioning, branding, and product and channel improvements.

Gary holds an MBA from Harvard Graduate School of Business, a Masters in Professional Studies from New York University and a Bachelor of Science in Economics from the Wharton School at the University of Pennsylvania.



**CHRIS BRUHL**  
President and CEO  
Business Council of Fairfield County

Chris Bruhl joined The Business Council of Fairfield County in May 1990. He serves on a variety of boards, including the Connecticut Institute for the 21st Century, the Connecticut Planning Commission for Higher Education, the Connecticut Employment & Training Commission, the Bridgeport Public Education Fund, the Sea Research Foundation's President's Council and the Stamford Partnership.

Chris has been a frequent consultant, writer, and speaker on the subject of economic development and non-profit management, with particular interests in community planning, institution building, and the relationship between educational quality and economic competitiveness. He is a contributing author to two books and was, for four years, the director of a national training program for non-profit board and staff, conducted in affiliation with faculty from Yale University. He holds a BA, in American Civilization, from Brown University, an MA, in English, from Louisiana State University, and an MBA from New York University's Stern School of Business.



**EMILY CARTER**

State Director  
Connecticut Small Business Development Center

A creative force of positive, focused energy, State Director Emily Carter ensures Connecticut’s small businesses receive the most effective, strategic guidance to success possible.

Drawn by the challenge, Emily joined and rebuilt CTSBDC from the ground up in 2013, hiring new staff and forging a cohesive network with legislators, government officials, University of Connecticut and other small business advocates across Connecticut. Based in Storrs, she manages all CTSBDC initiatives including services, outreach, facilitation, delivery and program compliance. Emily is most passionate about helping clients achieve their goals as well as the diverse, go-getter team she’s assembled—smart, professional and supportive of one another, they invest heart and mind to champion small business owners statewide.

Small business is in Emily’s blood. Her grandfather owned a Main Street florist shop and her dad committed all—selling house and cars—to build a profitable five-store, four-state Pier I franchise where she worked growing up. Later, while earning her MBA, Emily became center director of the Illinois SBDC at Shawnee Community College after working part-time as an advisor at the Illinois SBDC at Southern Illinois University. She then returned to the family business to boost her hands-on experience and gain invaluable management expertise in the private sector. When the franchise sold in 1995 she joined the Illinois Office of Economic and Regional Development at the Southern Illinois University Carbondale (SIUC). From a part-time position, Emily advanced to Director of Entrepreneurship and Business Development, overseeing multiple programs across 20 counties, including the regional SBDC.

Emily earned her BS in Marketing and MBA degrees from SIUC. She’s certified as an Incubator Manager through the National Business Incubation Association (NBIA), and speaks at many national, regional and local forums including the America’s SBDC and NBIA conferences. Emily loves living in rural Connecticut with her family and enjoys exploring New England.



**MANISH CHOWDHARY**

CEO  
GoECard

GoECard's CEO Manish Chowdhary founded the company in 2000 in his dorm room at the University of Bridgeport, Connecticut. Over a decade later, Manish has guided GoECard to become one of the most admired ecommerce platform providers in the world. As CEO, he provides business and technology leadership to GoECard and its clients. He holds a Bachelor of Science in Computer

Engineering from the University of Bridgeport, and also holds multiple business process patents in collaborative commerce.

GoECard is leading the ecommerce revolution with innovative software as a service (SaaS) solutions that enable retailers to Sell more™ products and services on the World Wide Web. With its *GoECard 360* ecommerce suite, the company offers ecommerce storefront technology, combined with enterprise-class order and inventory management, and fulfillment and warehouse management. It also provides

marketing software tools for growing retailers and web merchants looking for greater efficiency, speed to market and tighter control of their ecommerce infrastructure.

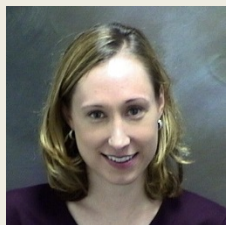
GoECart has kept its profile high with recent sponsorships at leading industry trade shows such as NRF, IRCE, eTail and Rakuten Marketing Symposium New York. And they are expanding their reach internationally, announcing new alliances with Bongo, GlobalShopex and Kount to help merchants sell and ship their products internationally while eliminating the worries of international credit card fraud and operational challenges. GoECart announced the release of its web-based Point of Sale (POS) solution to round up its omni-channel commerce suite which among other innovations landed them the 2014 CQIA Gold Innovation Prize and recognition as a 2014 Tech Company to Watch by the Connecticut Technology Council. The company has already achieved profitable operations and continues to grow rapidly as it expands its marketing and technology base.

GoECart received a grant and a loan package from Connecticut's Small Business Express program.



**Nathaniel Cotanch**  
Head Analyst  
Onevest

Nathaniel is the current Head Analyst at Onevest, a startup investment platform for accredited investors, where he has been heavily involved in the industry surrounding the JOBS Act and spends his time interfacing with entrepreneurs and curating Onevest's deal flow. Prior to Onevest, Nathaniel graduated from Syracuse University with degrees in Finance and Entrepreneurship / Emerging Enterprises and spent time in Africa consulting budding entrepreneurs. Outside of Onevest, Nathaniel founded and runs his own company, Zia Green Chile Company.



**CLAIRE V. KRAMER**  
Assistant Vice President and Director of Community Development  
Federal Reserve Bank of New York

Claire Kramer Mills is an Assistant Vice President and Director of Community Development at the Federal Reserve Bank of New York. She works on economic development issues, with a focus on small business and entrepreneurship. She assists in managing the Bank's research on economic development topics and directs outreach on local investment, entrepreneurship, and consumer savings and debt. Prior to joining the Bank in 2009, Ms. Kramer worked in the Financial Services Practice of the Corporate Executive Board in Washington, DC where she advised international Heads of Retail Banking on sales and operations strategies.

Ms. Kramer Mills holds a PhD in political economy from Duke University, and graduated *summa cum laude* with a Bachelor's in Government from Franklin & Marshall College. Her graduate research focused on international trade and competitiveness.



**ANDREA GELLERT**

Senior Vice President of Marketing  
OnDeck

Andrea Gellert is the Senior Vice President of Marketing at OnDeck, where she brings more than 15 years of small business marketing and client service experience. Most recently, she was Vice President of Client Services and Operations at Group Commerce, a market-leading e-commerce platform for publishers. Previously, Andrea spent 15 years at American Express, holding leadership positions in both the OPEN small business and Merchant Services divisions. In her most recent position as Vice President of Marketing for OPEN, Andrea spearheaded initiatives that greatly improved the customer experience, as measured by net promoter score and retention rates, and created the company's first small business recognition platform. Andrea graduated magna cum laude from Harvard College and received an MBA from the Kellogg Graduate School of Management at Northwestern University.



**WALTER K. BOOKER, Sr.**

Senior Vice President of Partnership Development  
Foundation Group, LLC.

Walter K. Booker, Sr., is the Senior Vice President of Partnership Development for Foundation Group, LLC ([foundation.com](http://foundation.com)), a full-spectrum direct lender and provider of Small Balance Commercial Loans (SBCLs) to businesses nationwide through a simple, efficient and client-friendly process that results in a singular Client Experience. He is leading the firm's initial efforts to expand its presence in a number of industries/market sectors, including the professional services arena (which includes accounting/CPA firms, financial services/wealth management firms, law firms/legal services providers, etc.). Foundation seeks to leverage its highly advanced underwriting platform, proprietary industry intelligence and credit decision model and strong capital base (especially via its affiliation with Garrison Investment Group, a leading alternative investment firm focused on the private credit lending market) to co-invest in the enhanced success of its clients.

Earlier in his career, for over a dozen years, he was the Group Vice President of the New Jersey Market Group of Ameriprise Financial Services Inc. (AMP), one of the company's highest-performing units. Mr. Booker joined Ameriprise Financial after spending over a decade in senior management positions in the institutional sales, trading, and research divisions of Salomon Brothers Inc, Bear Stearns & Co., Dean Witter Reynolds Inc., and PaineWebber Incorporated.

Mr. Booker is a graduate of Harvard College and is active in numerous recruitment and fundraising activities for his alma mater, among many other community service investments. For more than 18 years, he served as the Chairman of the Board of Directors of Sponsors for Educational Opportunity, Inc. (SEO), a New York City-based not-for-profit educational and community service organization that provides a range of academic, personal enrichment, professional development and mentoring services to students from high school through college graduation and throughout their careers (and he continues to serve SEO as its Chairman Emeritus).

He lives in Upper Montclair, New Jersey, with his wife and their "Brady Bunch" family of six young adults.





**PEYMAN ZAMANI**  
CEO  
Logicbroker, Inc.

Peyman Zamani, CEO of Logicbroker, Inc. is an eCommerce veteran who has been a part of several successful startups. After leading several divisions within Fortune 500 companies, he made the vision of providing an enterprise supply chain automation to any size company a reality through logicbroker®. Peyman received his MBA and Bachelor of Science, Computer Science and Engineering

from the University of Connecticut.

Logicbroker, Inc. is a Shelton based leader in e-commerce supply chain software. In 2010, the company released *logicbroker*, an ecommerce platform for improving merchants' back office and exchange capabilities so they can sell through online marketplaces and ship from many different warehouses to drop ship sources.

The firm leverages its central business activity reporting tool by monitoring millions of transactions every month across 500+ trading partners. Through intelligent automation, its clients are able to exchange accurate order, catalog and fulfillment information electronically, eliminating the time and expense of traditional manual processes.

Logicbroker, Inc. resources have 10 – 20 years of experience building and deploying supply chain management tools in the ecommerce domain, experience that spans the full suite of web stores, back-end ERP systems, intranet and business intelligence/data warehousing.

The firm works to achieve its vision not only through its experienced and dedicated teams, but through its strategic partners and investors as well. Most recently, Logicbroker, Inc. has received a second round of funding from their previous private and venture capital investors, which include Connecticut Innovations, Connecticut's state sponsored venture fund. This additional capital will be used to continue to fuel their next stage of growth and technology development.