

Monday, February 9, 2009

UNCP hosts Entrepreneurial Summit on Thursday, March 12, 2009

Wanted: Entrepreneurs who would like to learn more about starting and financing their own small businesses.

An Entrepreneurial Summit will be held Thursday, March 12 at UNC Pembroke's Regional Center for Economic, Community and Professional Development at COMtech.

It is open to the public and free-of-charge, according to its sponsor UNCP's [Thomas Family Center for Entrepreneurship](#). The theme is: "Financing for Entrepreneurs and Small Businesses: The Process and Practice."

"It will be a worthwhile day for anyone interested in developing an idea into a business," said Thomas Center Director Dr. Carmen Calabrese. "Understanding financing is key to this process, and we have a great lineup of experts in this area ranging from micro and angel financing to venture capital."

The day begins at 8 a.m. and ends with lunch and a guest speaker.

Topics and speakers include:

- "The Financing Landscape" with Timothy Janke, director of Private Equity Initiatives of the Small Business and Technology Development Center in Raleigh. He is responsible for the development and implementation of private equity "Angel" funds across the state. Dr. Janke founded Inception Micro Angel family of funds.
- "Angel Financing" with Dr. Ronald Podraza, director of Technology Transfer, UNC Wilmington. An attorney and entrepreneur, he is an expert in patents and licensing.
- "Venture Capital Financing" with Timothy Janke, director of Private Equity Initiatives of the Small Business and Technology Development Center in Raleigh.
- "Bank Financing" with Kyle Chavis, credit administrator with Lumbee Guaranty Bank of Pembroke. He is a 17-year banking veteran who supervises lending for his bank.
- Small Business Administration Financing with Don Spry II, senior area manager for SBA with responsibility for outreach and marketing in 16 counties in Southeastern N.C. He has 18 years experience in all areas of management.
- "Closing Remarks" by Dr. Mike Menefee, Thomas Family Distinguished Professor of Entrepreneurship at UNCP's School of Business. He has more than 35 years of working in entrepreneurship and designed the entrepreneurship programs at UNCP and Purdue University. He has served as an officer for five companies, including two in the Purdue Research Park.

Seating is limited and reservations are required. Contact Ms. Phyllis Queen (910.775.4208 or phyllis.queen@uncp.edu) to secure a reservation.

UNCP Entrepreneurial Summit
Sponsored by the UNCP School of Business and
Thomas Family Center for Entrepreneurship
March 12, 2009

Theme: **“Financing for Entrepreneurs and Small Businesses”**
The process and practice

Place: UNCP Regional Center at COMTech Pembroke, NC

AGENDA

08:00-08:55 Registration & Coffee – Ms. Phyllis Queen - Business Consultant TFCE

08:55 Opening comments - Dr. Carmen F. Calabrese - Executive Director TFCE

09:00 Welcome – Dr. Charles Harrington – Provost UNCP

09:10 Welcome – Ms. Cammie Oxendine Interim Dean School of Business

09:20 **The Landscape of Financing** - Key note presentation
Dr. Tim Janke, JD
Director, Private Equity Initiatives - SBTDC

09:50 **Angel Financing**
Dr. Ronald Podraza, JD, LL.M.
Director of Technology Transfer, University of North Carolina Wilmington

10:20 **Venture Capital Financing:**
Dr. Tim Janke, JD
Director, Private Equity Initiatives - SBTDC

10:45 Break

11:00 **Bank Financing:**
Mr. Kyle Chavis
Credit Administrator for Lumbee Guaranty Bank

11:30 **U.S. Small Business Administration Financing**
Mr. Don R. Spry, II
Senior Area Manager SBA

11:50 Closing Remarks
Dr. Allen Meadors – Chancellor UNCP

12:00 Lunch & Admin. Items
Dr. Michael Menefee
Endowed Chair in Entrepreneurship, UNCP

Lunch Guest Speaker
DoD - SBIR/STTR funding
Mr. John P. Ujvari SBTDC

PRESENTERS



Dr. Timothy R. Janke

State Program Director, Private Equity Initiatives University of North Carolina, Small Business and Technology Development Center

Tim is responsible for the development and implementation of committed private equity Angel funds across the state to include ongoing educational programs for both investors and entrepreneurs seeking private equity investment. Co author of the “Investor-Ready Entrepreneur” seminar, Tim has conducted this program both nationally and internationally. As founder of the Inception Micro Angel Family of Funds he has participated in 26 private equity deals. In addition he serves as an adjunct professor in business law at Wake Forest University and North Carolina A &T State University.

Tim holds an undergraduate degree in analytical chemistry from the University of North Carolina at Chapel Hill as well as a Doctorate in Law and a Masters Degree in Labor Relations from Woodrow Wilson College of Law – Oglethorpe University and a Masters of Business Administration from Wake Forest University. Prior to being appointed a Director with the SBTDC in 2002, Tim served as Vice President Administration for the Maybelline division of L’Oreal Paris and Vice President Operations for Sara Lee Hosiery.

Tim is married with 2 daughters and resides in Winston Salem.



Dr. Ronald Podraza

Ron Podraza, Director of Technology Transfer, comes to UNCW from Case Western Reserve University (CWRU) in Cleveland, Ohio, where he started a technology transfer program for the School of Engineering. That opportunity arose as a consequence of Ron having started a medical technology company in Cleveland based on a CWRU technology. Ron’s career until that point had been entirely in the commercial medical technology sector. He maintains an active consulting practice securing payment from Medicare and employer-based health plans for new medical technologies.

Ron’s initial responsibilities are to bring faculty and potential off-campus partners together through heightened awareness of technology transfer opportunities. While patents and licensing are an important aspect of technology transfer, there are many other facets to technology transfer. “The priority of this office is service to faculty,” says Ron. “We provide faculty with pathways for disseminating knowledge and discovery beyond the classroom, scholarly journals and professional societies. This in turn can create additional research funding opportunities for faculty, employment opportunities for graduates, economic growth for the region and state.” His goal is to direct UNCW’s positive instincts in the technology transfer arena toward optimal support for the university’s strategic plan.

Stanford University awarded Ron’s undergraduate and J.D. degrees. Georgetown University Law Center awarded his LL.M. in 1993.



Mr. Kyle Chavis

Kyle Chavis has been with the banking industry for the past seventeen years in a variety of positions. He currently holds the title of Credit Administrator for Lumbee Guaranty Bank, where he is responsible for the lending function of the Bank.

In 1991, Kyle graduated from North Carolina State University with a B.A. degree in Business Administration. He also completed the NC School of Banking in 2005 and the Graduate School of Banking at Louisiana State University in 2008.

Kyle is active in various civic and community organizations. For the past six years he has served on the board of directors of the Kiwanis Club of Robeson-Lumberton, serving five years as Treasurer. He has also served as a board member for the United Way of Robeson County for the past ten years. Kyle and his family are active members of Hyde Park Baptist Church in Lumberton.

Kyle and his wife Resia reside in Lumberton with their two children: Nicholas (age 10) and Drew (age 8).



Mr. Don R. Spry, II

Don R. Spry, II, is the new Senior Area Manager for the Small Business Administration, providing outreach and marketing services to the 16-county southeast North Carolina marketing area from the SBA's Wilmington office.

Don comes from the Department of Defense Dependents Schools (DoDDS) in Europe where he served most recently as Supervisory Business Manager and Executive Officer in the United Kingdom from 2006 – 2008. He was Area Director for the US Treasury in managing the Cincinnati Marketing Office, providing treasury securities marketing for Ohio, Kentucky, Indiana, and West Virginia. He also worked as a Logistics Marketing Specialist (Global) for the Defense Logistics Agency (DLA). While there, Mr. Spry served as the National Marketing Manager for the Central Contractor Registration (CCR) program – an electronic registration project designed to provide businesses world-wide access to all US Federal Government contracting opportunities.

Mr. Spry also served as Administrative Officer with the Department of Interior from 1991 – 1995. Additionally, his background in private industry includes sales and marketing experience in equipment leasing, commercial printing, and radio broadcasting.

Don is a graduate from the University of Louisville with a BAS in Public Relations and Advertising. He is also a Vietnam-era veteran with the US Navy.

He is married to his wife Elena (of Smolensk, Russia), and has a daughter, Natalia, currently attending college in Germany.



Mr. John Ujvari

John Ujvari is the SBIR Program Specialist with the North Carolina Small Business and Technology Development Center (SBTDC). His primary responsibilities include counseling clients on the effective use of this federal funding program and supporting and promoting SBIR educational opportunities throughout the state via numerous outreach efforts. These efforts include the publication of a monthly SBIR-focused newsletter, planning and execution of training events statewide, meeting clients one-on-one and reviewing proposals prior to submission. He also leads the SBTDC's MBA summer internship program. During his tenure at the SBTDC, he was awarded the State Star Award by the Association of Small Business Development Centers and the Tibbetts Award by the Small Business Technology Council.

John earned his MBA degree from Wake Forest University's Babcock Graduate School of Management with concentrations in business development, marketing and IT management. During the MBA program he was a consultant with two start-up firms where he led the business development process, managed technical resources and directed product development and rollout efforts.

Prior to returning to graduate school, John held the position of Research Associate at Westat, a contract research firm in Rockville, Maryland. He was integrally involved in a number of large-scale NIH and NCI contract studies, primarily as a technical liaison between clients and database developers.

John earned his undergraduate degree from the University of Virginia.

UNCP MEMBERS



Dr. Allen C. Meadors, Chancellor UNCP

Dr. Allen C. Meadors is the fourth chancellor of The University of North Carolina at Pembroke.

During his nine-year tenure, UNC Pembroke has become one of the fastest growing universities in the nation, with an enrollment growth of 96 percent since 1999.

Chancellor Meadors came to UNC Pembroke from Penn State Altoona, where he served as Dean and Chief Executive Officer. He is an Arkansas native with broad professional experience in health care administration and education.

Chancellor Meadors earned a bachelor's degree in business administration from the University of Central Arkansas. He has earned four master's degrees, including the MBA, and received his Ph.D. in administration and education from Southern Illinois University. His most recent academic endeavor was to earn an associate degree in computer science from Saddleback College in California. He also holds certification as a Fellow in the American College of Healthcare Executives.

Dr. and Mrs. Meadors have two sons: Tyson, a graduate of the U.S. Naval Academy and Jarrett, who is a graduate of Elon University.



Dr. Charles Harrington

Dr. Charles Harrington is Provost and Vice Chancellor for Academic Affairs at The University of North Carolina at Pembroke, where he also holds the rank of Professor of Economics and Finance. He is also a member of the UNCP Esther G. Maynor Honors College faculty.

A native of Athens Ohio, Dr. Harrington received his BS and PhD degrees from Ohio University and holds the MS from Drexel University. His academic honors include memberships in Phi Beta Kappa, Alpha Chi, Pi Alpha Alpha, and Alpha Kappa Psi.

Dr. Harrington has held research fellowships at Harvard University, the University of California at Los Angeles, the University of Georgia, the U.S. Department of Education, National Center for Education Statistics, and the American Association of State Colleges and Universities.

An active scholar, Dr. Harrington has published more than 50 articles and monographs, and has made 65 national and international presentations on his research.



Mrs. Cammie H. Oxendine

Mrs. Cammie H. Oxendine is currently serving as the Acting Dean for The University of North Carolina at Pembroke School of Business. Her responsibilities include lead three departments in promoting excellence in teaching, research and service, continuing efforts to secure AACSB accreditation; overseeing continued development of MBA program, increasing outreach and awareness of the Thomas Family Center for Entrepreneurship, maintaining the School of Business budget, and promoting faculty and students of the School of Business.

Mrs. Oxendine held the position of Assistant Dean, Student Enrichment and Success Senior Lecturer for the School of Business. Her responsibilities included the coordination of an online management degree, Director of internship programs, liaison with the Registrar's office, Admissions, and international programs to ensure student's have a smooth transition into the School of Business and then graduation. She has also taught numerous courses for the school of business

Mrs. Oxendine is a graduate of The University of North Carolina at Pembroke with a MBA and BS in Business Administration and is currently pursuing her Doctorate of Philosophy, Organization and Management at Capella University, Minneapolis, Minnesota.

Mrs. Oxendine and her husband, Dr. David Oxendine and their children, Cameron and Alexis reside in Lumberton, NC.



Dr. Carmen Calabrese

Dr. Calabrese is an executive, professor, and academic administrator, with substantial domestic and international experience. He is Executive Director of the "Thomas Family Center for Entrepreneurship," and Associate Professor of Business at the University of North Carolina at Pembroke.

As Executive Director, he is responsible for implementing the mission of the "Thomas Family Center for Entrepreneurship," which is dedicated to the advancement of entrepreneurship in Southeastern North Carolina through excellence in educational programs, research initiatives, technology transfer, and outreach efforts.

His teaching activities have been related to: Marketing; Strategic Business Planning; Management & Organization; Operations Management; Advanced Manufacturing Systems; Process Reengineering, Entrepreneurship and Business Strategy.

Education includes a B.S. in Engineering from Drexel University; a MBA in Marketing/Management from Eastern Michigan University; and a Ph.D. from the University of Pennsylvania.

Several key executive positions were:

- President and Chief Operating Officer of Nachi, USA/Japanese Company.
- Vice President, Marketing and Sales and Company officer of Murata Wiedemann, Inc., USA/Japanese Company.
- Vice President & General Manager, ABB ROBOTICS, INC., USA/Swedish Company.
- Vice President, Marketing and Sales ROBERT BOSCH, USA/German Company.



Dr. Michael Menefee

Dr. Menefee is the Thomas Family Distinguished Professor of Entrepreneurship at UNC Pembroke. He has a BS degree in Management from Northern Illinois University, a Master of Science degree in Civil Engineering and Management, and a Ph.D. in Administrative Science from Purdue University. He has earned certificates as a financial analyst from Dunn and Bradstreet, corporate accounting, human resource management, mediation from UNCP, and Bible studies and counseling from Moody Bible Institute.

Dr. Menefee has returned to UNCP after 15 years at Purdue University to head up the entrepreneurial education programs offered through the Thomas Family Center for Entrepreneurship. Dr. Menefee brings to the Thomas Family Center for Entrepreneurship a distinguished background of experience along with many awards for his professional accomplishments. His awards include the 2007 Thomson-South-Western Outstanding Educator of the Year Award. Dr. Menefee is an accomplished researcher and writer, as he has authored and co-authored many business journal articles. He has also been president of three small businesses and an officer of two others.



Mrs. Phyllis L. Queen

Phyllis is Business Consultant for the Thomas Family Center for Entrepreneurship at UNC Pembroke. She provides consulting and community outreach by providing material and project research, design and management of special events and training, and provides business consulting and technical assistance to key external individuals and organizations.

Prior to joining the Thomas Family Center for Entrepreneurship, Phyllis worked as Management Consultant for the National Center for American Indian Enterprise Development, a national organization headquartered in Mesa, Arizona. She has also worked in the Small Business and Industry Department at Robeson Community College, with the Family and Consumer Science Department of the North Carolina Cooperative Extension Service Robeson County Center, and with Converse Manufacturing in Payroll and Data Control where her business career began.

She is a graduate of UNC Pembroke with a Bachelor of Science Degree in Business Management. She also holds a Masters of Public Administration from UNCP.

Phyllis and her husband Sam reside in Lumberton where they are both active members of Hyde Park Baptist Church.