



# Meet The Judges



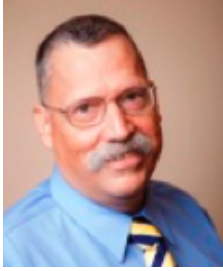
**Elise Brownell**, B.S., Allegheny College, M.Phil. and Ph.D., Yale University, made discoveries in genetic evolution at SUNY Stony Brook and continued her interest in comparative molecular biology at Frederick Cancer Research Facility. She expanded her facility with molecular genetics at Bayer Healthcare, where she played a pivotal role in directing discovery research in the areas of asthma, allergy, and immunology. Brownell also managed extramural collaborations for Bayer's Biotechnology unit and was promoted to Director, Project Management, leading global cross-functional teams to bring Bayer biopharmaceuticals from bench to clinic. A member of the founding team of a venture-backed spin out, Aerovance, Inc., she led project management, and in 2008 co-founded ZephyrBiotech, LLC, a consulting practice providing project leadership, management, and planning to entrepreneurial life science companies. Her investment community experience also includes tenure with The Angels' Forum (2012-2014), where she was responsible for managing all incoming deal flow and presentation preparation. Currently, Brownell serves as Executive Vice President of Operations and Project Management at Amaranthus Bioscience Holdings, Inc., and is a mentor/advisor for entrepreneurial programs conducted through Astia, UC Berkeley BPlan, and the NCI/SBIR Investor Forum.



After receiving his B.S. at Allegheny College, **Chris Daverse** went on to manage government relations and external research programs for SEMATECH, a semiconductor manufacturing consortium in Austin, Texas. He later served as a senior consultant with Booz Allen Hamilton, where his clients included the Director of the Microsystems Technology Office and program managers at the Defense Advanced Research Projects Agency (DARPA). Daverse is now an independent consultant. One of his clients is the Semiconductor Research Corporation (SRC), where he leverages his expertise in defense technology, budget, and policy matters to advise SRC on forming new collaborative initiatives and public-private partnerships for research. Through Defined Business Solutions, he advises the Office of the Secretary of Defense, the Defense Microelectronics Activity, and other government agencies on the development and implementation of programs, strategies, and policies for assuring U.S. government access to trusted, high-performance integrated circuit devices. His expertise includes market and technology trends in military and aerospace microelectronics, reverse engineering and anti-tamper technologies, criticality of microelectronics to Major Defense Acquisition Programs (MDAPs), U.S. capability in 3D packaging and integration, hardware security and assurance, and recapitalization strategies for DoD semiconductor fabrication facilities.



**Matt Gallatin** '92. B.A, Allegheny College, M.B.A, University of California Berkeley Haas School of Business, is the Chief Financial Officer of Drawbridge, Inc, the leading independent people-based identity provider, used by marketers and brands to enhance their understanding of their customers. Matt brings a mix of financial and operating experience along with insights into various business and economic models. Prior to Drawbridge, Matt was the Chief Financial Officer at OneLogin, Inc, and leading cloud-based single-sign-on and access management provider focused on selling to businesses and other organizations, and ShareThis, Inc, the developer of easy-to-use share buttons and other publishing tools for websites and blogs. Matt has also worked in the Corporate Finance group at Yahoo!, leading both buy side and sell side M&A transactions and strategic business partnerships. Matt began his career at Merrill Lynch & Co, working in the Municipal Finance Group in New York and the Technology Investment Banking Group in Palo Alto, CA.



**John Golden** is Associate Professor of Economics, Allegheny College. He received his B.A. at Canisius College, his M.A. from the University of Connecticut, and his Ph.D. at the University of Connecticut. Golden founded the entrepreneurship program at Allegheny, and teaches an introductory entrepreneurship class, along with classes in microeconomics and macroeconomics. He has completed the Price-Babson Symposium for Entrepreneurship Educators at Babson College, a certificate program in teaching entrepreneurship using the Timmons Model of venture creation. He has served as a Big Idea Competition judge every year since the program was started.



**Andrew Gottlieb '11** is the Founder & CEO of No Typical Moments. Their mission is to implement and teach solutions to create, build and scale global impact brands. Their main way they've been carrying out this mission for the past six years has been through collaborating with social enterprises on online customer acquisition. This has included projects with Eckhart Tolle, Lisa Nichols and the NRDC to name a few. The School for Humanity is their latest creation to empower small businesses with the strategies they implement for their clients, but packaged in a 10 week online program to implement these strategies internally. Lastly, the organization is focused on launching a microgrant this fall aimed at women owned businesses tackling one of the 17 Global Goals.



**Brian Greenburg**, B.S. Allegheny College, M.B.A. University of Pittsburgh is the Chief Financial Officer for Rapid Displays, Inc. one of the most creative companies in America. Rapid designs, engineers and manufactures innovative retail displays for major consumer brands such as Sony, Samsung, Sephora, Starbucks, Google, Apple and Facebook. These displays can be found in Walmart, Target, Best Buy, Sephora, Starbucks and numerous other retail stores. He has spent his entire career in manufacturing in the turn-around arena helping struggling companies become more viable. He spent three years living abroad in Mexico with full P & L responsibility for two distinct manufactures of steel components. He has extensive experience in Europe having spent time running businesses in Scotland, England and Portugal. He has extensive merger and acquisition experience having participated in more than a dozen buy side and sell side transactions over the years. He also has SEC reporting experience as V.P. and Corporate Controller of ABC-NACO a \$650 million publicly traded rail supply company. He sits on the board of Summit Insurance Ltd. and Local 781 Health and Welfare Fund.



**Liana Leja**, B. S., is a recent graduate of Allegheny College (Magna Cum Laude, 2017) and first place award winner in last year's Big Idea competition. She is a four-time Alden Scholar and recipient of the Student/Faculty Collaborative Research Scholarship, where she conducted environmental research at the Rocky Mountain Biological Laboratory (Gothic, CO). Her research was recognized as "best student talk" at the 2017 Regional Science Consortium Research Symposium (Erie, PA). Liana's Big Idea "Care Van" proposal improved access to medical care in the Meadville community, while reducing costs and improving operational efficiencies for the Meadville Medical system. Liana is currently a graduate assistant and assistant women's soccer coach at Regis College in Weston, MA, where she is pursuing her Master's in Health Administration. Additionally, Liana is interning at Boston Children's Hospital/Department of Surgery, where she is leading a project to improve patient flow throughout the perioperative process, with initial emphasis on operating room utilization and scheduling effectiveness.



**Clayton Morris** is the Asset Manager for Sampson Morris Group. His responsibilities focus on enhancing the value of their portfolio through leasing, marketing, asset management, property management, and acquisitions in both the commercial and residential divisions. Clayton has been with Sampson Morris Group for six years since he started as an intern in 2011 and is a second-generation Morris in the firm. He is a 2016 graduate of Katz School of Business (MBA in Finance and Business Strategy) and a 2015 graduate of Allegheny College (BA in Managerial Economics with a minor in Astronomy). Clayton is also an avid kitesurfer and inventor. He designed and is patent pending on a practical, adjustable-size kite along with his business partner Troy Schafer he established, "Guzt, a kitesurfing innovation company". Guzt designs and produces kitesurfing

products that make the sport safer, easier, and more affordable. Guzt just released the Predator V3 surfboard, the first board that can be ridden upside down and backwards with or without fins to tap into the newly evolving skatestyle of wave riding.



**Jo Ann Pacinelli**, B.S., Allegheny College, is a seasoned executive with more than thirty-five years experience in international business development and management. Over the course of her career, she has participated in the precious and nonprecious metals, specialty chemicals, electronic materials and components, sensors, medical devices and pollution controls industries, in both public and private enterprises. Ms. Pacinelli has proven operations management skills, along with extensive finance and financial management expertise and is particularly adept at team building, strategy development and market positioning. Since 1990, Ms. Pacinelli has assisted numerous middle market companies with expansion and revitalization and was instrumental in the successful launch of several start-up ventures. Over the last thirteen years, her focus has been on the commercialization

of sustainable technologies and development of sustainable business models. She is co-inventor of a chemical process patent for scrubbing mercury emissions, has authored numerous published papers and featured articles in technical and trade publications, and is a frequently invited guest speaker at international conferences and seminars. Ms. Pacinelli is the founder and President of eCapitalExchange, a firm that provides management consulting, financing facilitation and interim officer services to transitioning companies in the lower end of the middle market.



**Joan Pfinsgraff**, B.S., Allegheny College, M.D., Dartmouth Medical School, is a consultant to the pharmaceutical, biotech, and medical device industries. Experienced in numerous fields of medicine and with an array of products, from small molecules, monoclonal antibodies, cellular therapies, hormones, and growth factors to regenerative medicines, devices, and diagnostics, she assists developers or acquirers in assessing new technologies and products to determine value and positioning. Pfinsgraff has also worked as Director of Medical Intelligence for iJET International, a travel risk management company, where she helped corporations manage through environmental threats, outbreaks, and scares related to SARS, H5N1 avian influenza, H1N1 pandemic influenza, tuberculosis, and Marburg virus. She developed a weekly newsletter to help managers work

proactively to safeguard employee health and safety around the world. A member of the Varsity Swimming team at Allegheny, Pfinsgraff has regularly achieved Top 10 status in competitive swimming for her age group and has had the year's fastest times in both national and world events. A strong supporter of the YMCA organization, she served as board chair for the Somerset Hills YMCA during its largest-ever capital campaign.



**Michael Piraino**, B.A. Allegheny College, J.D., Cornell Law School, M.Lit., Oxford University, has been a nonprofit leader and advocate for children for over 35 years and was named multiple times as one of the nation's top 50 nonprofit leaders of power and influence. After an early career practicing law, he created and led the Minority Fellows program at the National Center for Children in Poverty at Columbia University, and later served as CEO of the National Court Appointed Special Advocate Association, the nation's largest volunteer child advocacy organization. He retired from that position after 21 years to found Healing Learning, a social purpose corporation, and Fundamentals of Success, his consulting practice that works to bring contemporary science into social service fields. Michael was a founding member of his city's ethics board, a member of the board of Independent Sector,

member of the Bainbridge Multicultural Advisory Council, and is the senior advisor to The Justice Project. He is a frequent speaker on nonprofit ethics and accountability and currently serves on the board of Foster Youth In Action, a national nonprofit organization.



Prior to his retirement as a General Partner and Managing Director of Invesco Private Capital, **Henry Robin**, B.S., Northwestern University, M.B.A., Kellogg School of Management, Northwestern University, spent more than 20 years heading private equity funds. Beginning his career at Goldman Sachs, he became a Founding Partner and Deputy Head of Amsterdam-based Alpinvest Partners' New York office. He later served as a Senior Partner with Copenhagen-based North Sea Capital, where he oversaw the opening of its U.S. office. Robin has held senior positions at Credit Suisse First Boston and the MacArthur Foundation. He served as the Chair of the Board of Directors for the Human Rights Campaign (HRC), the largest civil rights organization advocating globally for the LGBTQ community, and is currently a member of its Emeritus Council and Finance Committee. He serves as a founding member of the Finance Network at the Kellogg School of Management. A Chartered Financial Analyst (CFA), Robin served as the second chairman of the Institutional Limited Partners Association (ILPA), the professional private equity investor affinity group.



**Janine Sickafuse** has been teaching at Allegheny College for 34 years. A 1981 graduate of Grove City College, she received her M.B.A. from Youngstown State University and attended the DBA program at Cleveland State University. She has taught Financial, Managerial, Intermediate and Cost Accounting. Other course work includes Business Ethics, Sports Business, Finance, and Cost Management for Non-profits. For 17 years she served as the Allegheny faculty athletic representative to the North Coast Athletic Conference (NCAC) and has served on the Board of Directors for Women's Services, Inc., an organization that assists victims of domestic and sexual violence, for the past 10 years.



**Lance Zingale**, B.A., Allegheny College, M.B.A., Lehigh University, began his career with AT&T, where he worked for nearly 20 years. He rose through the ranks within the sales, marketing, and operations departments, and held management positions in marketing, operations, and customer care. Later he joined a call center management company headquartered in Colorado, serving as Executive Vice President and Chief Operating Officer. Currently he is Executive Vice President and General Manager of SYKES, a global leader in providing comprehensive customer contact management solutions and services in the business process outsourcing (BPO) arena. He oversees the company's Communications, Technology, and International business, which includes management of the company's largest clients, its U.S. operations, and all Europe, Middle East, and Africa (EMEA) operations. Deeply committed to giving back to his community, Zingale has served as a member of the Board of the National Industries for the Blind, as Event Chair of the 22nd Annual Tampa Signature Chef's Event benefitting the March of Dimes, and as Executive Sponsor of SYKES's U.S. team in the American Heart Association's Heart Walk campaign.