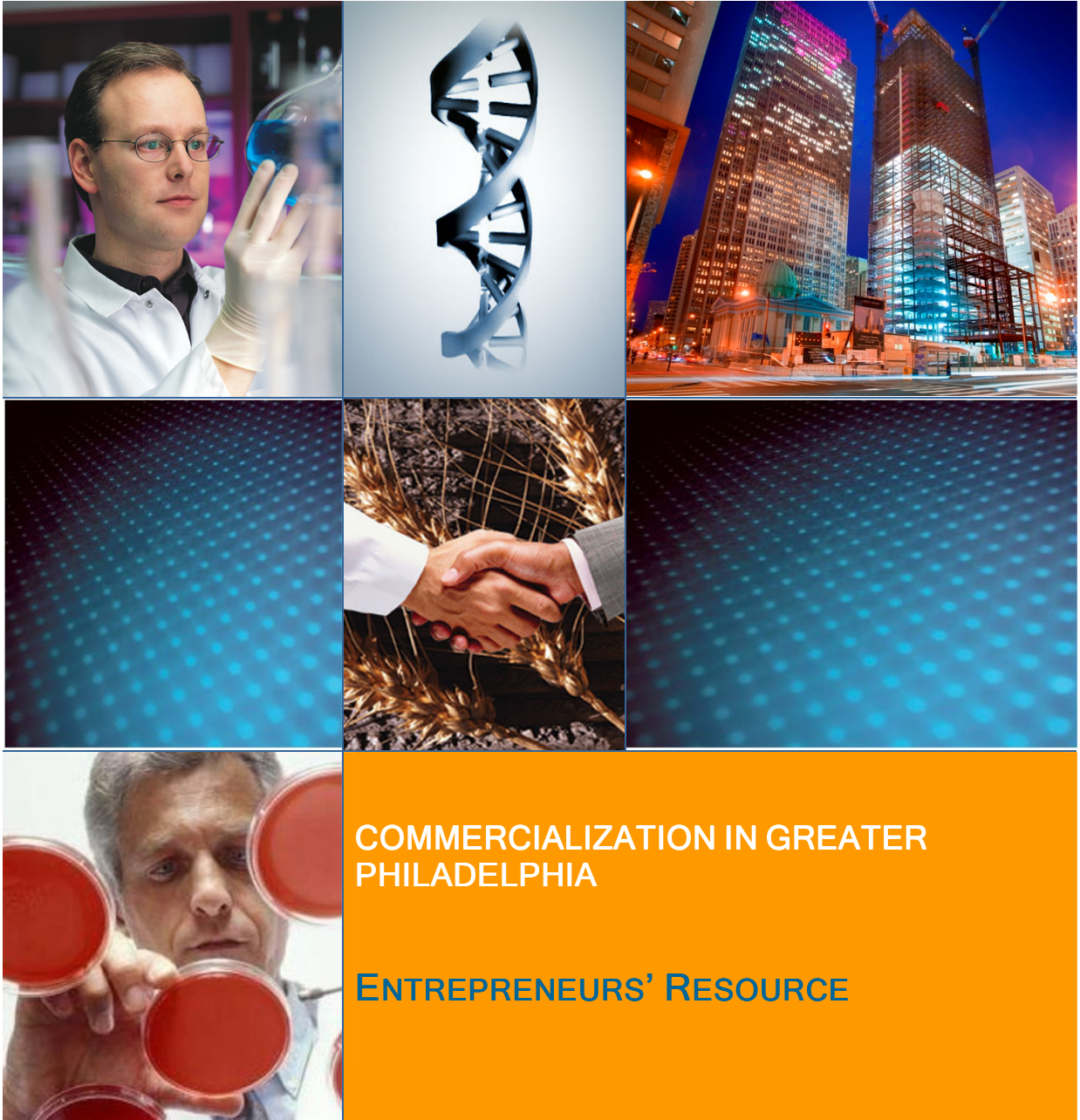


JUNE 2009



COMMERCIALIZATION IN GREATER PHILADELPHIA

ENTREPRENEURS' RESOURCE



A CEO Council For Growth initiative

Entrepreneurs' Resource

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EXECUTIVE SUMMARY

IN TODAY'S KNOWLEDGE-BASED ECONOMY, COMMERCIALIZATION IS A CRITICAL ELEMENT TO THE CREATION OF HIGH-QUALITY JOBS, NEW WEALTH, AND ECONOMIC PROSPERITY. IT IS ALSO THE KEY TO THE FUTURE OF THE GREATER PHILADELPHIA REGION.

A FIRM'S CAPABILITY TO SUCCESSFULLY COMMERCIALIZE A PRODUCT DEPENDS ON ITS ABILITY TO SECURE FINANCING, PROTECT ITS INTELLECTUAL PROPERTY, IMPROVE ITS BUSINESS OPERATIONS, RESEARCH THE MARKET, AND ACCESS COMPREHENSIVE, UP TO DATE INFORMATION. THIS ENTREPRENEURS' RESOURCE IS DESIGNED TO ASSIST ENTREPRENEURS IN IDENTIFYING BUSINESS FORMATION, MULTI-STAGE FINANCING AND NETWORKING RESOURCES.

The Greater Philadelphia region has a great opportunity to become both a national and global economic leader. The region has tremendous potential to become one of the top regions in the country for commercial development based on our research strengths. The region possesses a robust commercialization infrastructure and diverse companies representing multiple industries.

Entrepreneurs face significant obstacles while launching their companies. At the same time, they strongly focus on their business opportunities and are relentless in their will to succeed. Whether the firm is looking to secure funding or find qualified professional advice, there are numerous resources in the region that can help.

This *Entrepreneurs' Resource* is designed to provide practical information on where to look for funding, find professional and technical expertise, and access specialized facilities. The tool is organized into *seven broad categories*: Financing,

Mentoring and Networking Resources, Space Resources, Technology Transfer Resources, Professional and Technical Assistance, Service Providers and Online Information Resources.

In addition to those seven categories, the *Entrepreneurs' Resource* offers an overview of the most active regional venture investors in 2008 according to the *PWC Money Tree Report* and introduces recent data on investment activity in the Greater Philadelphia region.

Select Greater Philadelphia (Select) and its board of directors, the CEO Council for Growth is dedicated to enhancing Greater Philadelphia's commercialization potential. The organization works to accelerate connections between researchers and entrepreneurs. Furthermore, Select recognizes that the creation and growth of a new business is associated with many risks and challenges but hopes that this *Entrepreneurs' Resource* can be a helpful guide for entrepreneurs and growing companies.

**** NOTE: This list of resources is updated regularly. It is an organic network that inventories the rich commercialization assets across the Greater Philadelphia region. Please email policy@selectgreaterphila.com to request to have your organization included.**

FINANCING SOURCES

I. The stage of investment I am looking for is:

Proof-of-concept/Start-up/Seed

<u>VCs, Angels</u>	<u>Target industry/company</u>	<u>Web site</u>
Ben Franklin Technology Partners of Southeastern PA	Various, Technology-based	http://www.sep.benfranklin.org
BioAdvance	Life Sciences	http://www.bioadvance.com
Blue Hill Partners	Green Technology	http://www.bluehillpartners.com
BTG	Pharmaceutical	http://www.btgplc.com/view.aspx
The Delaware Innovation Fund (DIF)	Technology-based	http://www.difonline.com
Domain Associates	Life Sciences	http://www.domainvc.com/default.asp
DreamIt Ventures	Various	http://www.dreamitventures.com
First Round Capital	Technology-based, Various	http://www.firstround.com
First State Innovation	Technology-based	http://www.firststateinnovation.org
Mid-Atlantic Angel Group Fund (MAG)	Technology-based, High-growth	http://www.magfund.com
Mid-Atlantic Venture Fund	High-growth	http://www.mavf.com/frinv.htm
New Jersey Commission on Science and Technology	Technology-based	http://www.state.nj.us/scitech
NJTC Venture Fund	Various	http://www.njtcvc.com
Novitas Capital	Technology-based, Life sciences	http://novitascapital.com
Osage Ventures	Various	http://osageinvestments.com
PA Angel Network	Various	http://www.paangelnetwork.com
Philly Startup Leaders	Networking services	http://phillystartupleaders.org
Private Investors Forum	Networking services	http://www.privateinvestorsforum.com
Quaker BioVentures	Life sciences, Medical devices, Human diagnostics	http://www.quakerbio.com
Rosemont Investment Partners, LLC	Selected start-ups, Asset management industry	http://www.rosemontpartnersllc.com
Science Center QED Program	Life Sciences/Universities	http://www.sciencecenter.org
Springboard Enterprises	Emerging Growth - led by women	http://www.springboardenterprises.org
SR One	Biotechnology, Healthcare	http://www.srone.com
TL Ventures	Software, IT, Biotech, Communications	http://www.tlventures.com

Early stage

<u>VCs, Angels</u>	<u>Target industry/company</u>	<u>Web site</u>
Active Capital	Angels, Various	http://activecapital.org
AngelVine VC	Angels, Networking	http://www.angelvinevc.com
Anthem Capital VC	IT, Healthcare services, Life Sciences	http://www.anthemcapital.com
Base Camp Ventures	IT, Software, Business process automation	http://www.basecampventures.com
Battelle Ventures, L.P.	Technology-based	http://www.battelleventures.com
Ben Franklin Technology Partners of Southeastern PA	Various, Technology-based	http://www.sep.benfranklin.org
Blue Rock Capital	Networking and Software	http://www.bluerockcapital.com
Cardinal Partners	Healthcare	http://www.cardinalpartners.com
CIP Capital	Life sciences, Communications	
Cross Atlantic Capital Partners	Information, Technologies, Telecommunications	http://www.xacp.com
Delaware Crossing Investor Group	Various	http://www.delawarecrossing.org
Domain Associates	Life Science	http://www.domainvc.com/default.asp
Early Stage East	Various	http://www.earlystageeast.org
Eastern Technology Fund, LP	Information Technology	http://www.etfventurefunds.com
Edison Innovation Fund	Life sciences, Clean Technology, Manufacturing	http://www.njeda.com/edisoninnovationfund/
Element Partners	Clean technology	http://www.elementpartners.com
Emerald Stage2 Ventures	Information Technology	http://www.s2vc.com
EnerTech Capital	Energy, Clean energy technology	http://www.enertechcapital.com
ETF Venture Funds	Healthcare, Financial and Business services	http://www.etfventurefunds.com
EuclidSR Partners (ESR)	Life Sciences, IT, Convergence	http://www.euclidsr.com
First Round Capital	Technology-based, Various	http://www.firstround.com
Fountainhead Venture Group	Health care, Life Sciences, IT	http://www.fountainheadventure.com
HealthCare Ventures	Life Sciences, Health Care, Biotechnology	http://www.hcven.com
Inflection Point Ventures	Telecommunications, IT, Electronic commerce	http://www.inflectpoint.com
Johnston Associates Inc.	Biotechnology	http://www.jaivc.com
Jumpstart New Jersey	Technology-based	http://www.jumpstartnj.com

<u>VCs, Angels</u>	<u>Target industry/company</u>	<u>Web site</u>
Liberty Venture Partners	Health care, IT, Internet technologies & services	http://www.libertyvp.com
LORE Associates	Angels, Various	http://home.comcast.net/~mlsignups
MentorTech Ventures	IT, marketing technology and medical device	http://www.mentortechventures.com
Mentor Capital Partners, LTD	Life Sciences, IT, Business and Financial Services	http://www.mentorcapitalpartners.com
Merion Investment Partners	Business service, Specialty manufacturing, Health care	http://www.merionpartners.com
Mid-Atlantic Angel Group Fund (MAG)	Technology-based, High-growth	http://www.magfund.com
Mid-Atlantic Venture Fund	High-growth	http://www.mavf.com/frinv.htm
Minority Angel Investor Network (MAIN)	High growth, Minority owned or Minority led	http://www.minorityangelinvestornetwork.com
Murex Investments	Manufacturing, Technology, Service Industries	http://www.murexinvests.com
New York Angels	Various	http://www.newyorkangels.com
NextStage Capital	Technology-based	http://www.nextstagecapital.com
Novitas Capital	Life sciences, Technology, Healthcare	http://novitascapital.com
Plum Capital	Media	http://www.plumcapital.com
Quaker BioVentures	Life sciences, Biopharmaceuticals, Medical devices, Human diagnostics	http://www.quakerbio.com
RAF Industries	Service, Financial, Retail, and Manufacturing	http://www.rafind.com
Robin Hood Ventures	Various	http://www.robinhoodventures.com
SCP Partners	ICT, Life Sciences, Defense and Security	http://www.scppartners.com
SeaCapVentures	IT, Telecommunications, Internet technologies	http://www.seacapventures.com
The Delaware Innovation Fund (DIF)	Technology-based	http://www.difonline.com
The Entrepreneurs' Forum of Greater Philadelphia	Various	http://www.efgp.org
TL Ventures	Software, IT, Biotechnology industries	http://www.tlventures.com
Trestle Ventures, L.P.	Various	http://www.trestleventures.com
TRF's Sustainable Development Fund	Renewable and clean energy	http://www.trfund.com/sdf

Expansion

<u>VCs, Angels</u>	<u>Target industry/company</u>	<u>Web site</u>
Cross Atlantic Capital Partners	Patented or Specialty Know-How	http://www.xacp.com
Edison Venture Fund	Information Technology	http://www.edisonventure.com
Element Partners	Clean technology	http://www.elementpartners.com
EnerTech Capital	Energy, Clean energy technology	http://www.enertechcapital.com
Eureka Growth Capital	Various	http://www.eurekagrowth.com
Fountainhead Venture Group, L.P	Health care, Life Sciences, IT	http://www.fountainheadventure.com
Graham Partners	Industrial, Manufacturing	http://www.grahampartners.net
iNetworks Advisors, Inc.	Pharmaceutical, Equipment	http://www.inetworksllc.com
Internet Capital Group	Software, Internet services	http://www.internetcapital.com
L Capital Partners	Healthcare, Technology, Energy & Environment	http://www.lcapitalpartners.com
Liberty Venture Partners	Health care, IT, Internet technologies & services	http://www.libertyvp.com
LLR Partners Inc.	Various	http://www.llrpartners.com
MidCoast Capital (TDH Capital Corp)	Various	http://www.midcoastcapital.com
Milestone Partners	Manufacturing, Distribution, Services	http://www.milestonepartners.com
Murex Investments	Manufacturing, Technology, Service Industries	http://www.murexinvests.com
NewSpring Capital	Business services, IT, Life sciences, Healthcare	http://www.newspringcapital.com
Penn Valley Group	Various	http://www.pennvalleygroup.com
Quaker BioVentures	Life sciences, Medical devices, Human diagnostics	http://www.quakerbio.com
Safeguard Scientifics, Inc.	Technology and Life sciences	http://www.safeguard.com
SCP Partners	ICT, Life Sciences, Defense and Security	http://www.scppartners.com
Susquehanna Growth Equity, LLC	Financial technology, Software, Business services	http://www.sgep.com
TRF Private Equity	Various	http://www.trfprivateequity.com
Updata Partners	Information Technology	http://www.updata.com
WIN	Networking	http://www.winwomen.org
Zon Capital Partners	Information Technology	http://www.zoncapital.com

Later stage

<u>VCs, Angels</u>	<u>Target industry/company</u>	<u>Web site</u>
Argosy Partners	Real Estate, Private Equity	http://www.argosycapital.com
Element Partners	Clean technology	http://www.elementpartners.com
Inverness Graham Investments	Technology Enabled Manufacturing	http://www.invernessgraham.com
Katalyst Securities LLC	Technology, Media, Telecommunications	http://www.katalyst.com
LLR Partners, Inc.	Business services, Information technology	http://www.llrpartners.com
Mentor Capital Partners, LTD	Life Sciences, IT, Financial Services, Industrial Services	http://www.mentorcapitalpartners.com
MidCoast Capital (TDH Capital Corp)	Various	http://www.midcoastcapital.com
MVP Capital Partners	Aviation, Publishing/media, Manufacturing, Healthcare	http://www.mvpcapitalpartners.com
Navigation Capital Partners	Various	http://www.navigationcapital.com
Quaker BioVentures	Life sciences, Medical devices, Human diagnostics	http://www.quakerbio.com
Rosemont Investment Partners, LLC	Asset management industry	http://www.rosemontpartnersllc.com
SCP Partners	ICT, Life Sciences, Defense and Security	http://www.scppartners.com
Susquehanna Growth Equity, LLC	Financial technology, Software, Business services	http://www.sgep.com

MENTORING AND NETWORKING RESOURCES

II. I am looking for a mentor or a place to network

Mentoring Resources

Ben Franklin Technology Partners of Southeastern PA

Address: 4801 S Broad St, Suite 200, Navy Yard
Philadelphia, PA 19112

Website: <http://www.sep.benfranklin.org>

Phone: (215) 972-6700
Fax: (215) 972-5588

Contact: RoseAnn B. Rosenthal, President and CEO

BioAdvance

Address: 3701 Market Street, 5th Floor
Philadelphia, PA 19104

Phone: (215) 966-6214

Suburban Address: 259 North Radnor-Chester Rd,
Suite 220, Radnor, PA 19087

Phone: (610) 230-0645

Website: <http://www.bioadvance.com>

Contact: Barbara S. Schilberg, Managing Director and
CEO

BioNJ

Address: 1 AAA Drive, Suite 102, Trenton,
NJ 08691

Website: <http://www.bionj.org>

Phone: (609) 890-3185
Fax: (609) 581-8244

Contact: Debbie Hart, President of BioNJ

BioStrategy Partners

Address: 8360 Old York Road, Elkins Park
PA 19027

Website: <http://www.biostrategypartners.org>

Phone: (215) 780-1532
Fax: (215) 780-1494

Contact: Karen J. Hanson, PhD., Executive Director

Cross Atlantic Capital Partners

Address: Five Radnor Corporate Center, Suite 555, 100
Matsonford Road Radnor , PA 19087

Website: <http://www.xacp.com>

Phone: (610) 995-2650
Fax: (610) 971-2062

Contact: Gerry McCrory, Managing Director

DeIACCESS Consortium

Address: 1 Innovation Way - Suite 304
Newark, DE 19711

Website: <http://www.delaccess.org>

Phone: (302) 266-6150
Fax: (302) 861-1409

Contact: Yvonne A. Gordon, Chair

DreamIt Ventures

Address:

Website: <http://www.dreamitventures.com>

E-mail: info@dreamitventures.com

Contact: Michael Levinson, Founder

First State Innovation

Address: 901 Market Street, Suite 1400
Wilmington, DE 19801

Website: <http://www.firststateinnovation.org>

Phone: (302) 888-5756

Fax: (302) 888-5700

Contact: Ernest J. Dianastasis, Chairman

Mid-Atlantic Diamond Ventures

Address: 201 Speakman Hall, 1810 N. 13th Street,
Philadelphia, PA 19122-6083

Website: <http://sbm.temple.edu/madv>

Phone: (215) 204-3082

Fax: (215) 204-3080

Contact: Jaine Lucas, Executive Director

Minority Business Development Agency Philadelphia Regional Enterprise Center

Address: 600 Arch Street, Suite 10128, Philadelphia,
PA 19106

Website: <http://www.mbdba.gov>

Phone: (215) 861-3597

Fax: (215) 861-3595

Contact: Alfonso Jackson, Business Dev. Specialist

New Jersey Small Business Center

Address: 49 Bleeker Street, Newark, New Jersey 07102

Website: <http://www.njsbdc.com>

Phone: (973) 353-1927

Fax:

Contact: Brenda B. Hopper, State Director

New Jersey Technology Council

Address: 1001 Briggs Road, Suite 280
Mount Laurel, NJ 08054

Website: <http://www.njtc.org>

Phone: (856) 787-9700

Fax: (856) 787-9800

Contact: Maxine Ballen, President and CEO

Pennsylvania Department of Community and Economic Development

Address: 400 North Street, 4th Floor, Harrisburg,
PA 17120

Website: <http://www.newpa.com>

Phone: (866) GO-NEWPA

Contact: John Sider, Director of Venture Investment

Philly Startup Leaders

Address:

Website: <http://phillystartupleaders.org>

Phone:

Contact: Blake Jennelle, Founder and President

Rowan University Center for Innovation and Entrepreneurship

Address: 107 Gilbreth Parkway, Mullica Hill, NJ 08062

Website: <http://www.rowan.edu/colleges/business/cie/>

Phone: (856) 256-4126

Contact: Sarah Piddington, Interim Director

SCORE Philadelphia

Address: 105 N. 22nd Street, 1st floor Philadelphia, PA 19103

Website: <http://www.scorephila.org>

Phone: (215) 231-9880

Contact: Mark Maguire, Chapter Chair, Mentor

Technology Forum of DE (Digital Delaware)

Address: 901 N. Market Street, Suite 1400, Wilmington, DE 19801

Website: <http://digidelaware.com.wildapricot.org>

Phone: (302) 888-5756

Contact: Dana Kennedy

The Fox School of Business, Temple SBDC

Address: 1801 N. Broad Street, Philadelphia, PA 19122

Website: <http://www.temple.edu/sbdc>

Phone: (215) 204-7282

Contact: Eustace Kangaju, Director

The Greater Philadelphia Senior Executive Group

Address: P.O. Box 187, Montgomeryville, PA 18936

Website: <http://www.gpseg.org>

Phone: (215) 393-3144

Contact: Maureen Waddington, Administrator

The University City Science Center

Address: 3711 Market Street, Suite 800, Philadelphia, PA 19104

Website: <http://www.sciencecenter.org>

Phone: (215) 966-6000

Fax: (215) 966-6002

Contact: Stephen S. Tang, President and CEO

Uncommon Individual Foundation

Address: 795 East Lancaster Avenue Suite 204, Villanova, PA 19085-0190

Website: <http://www.uif.org>

Phone: (215) 545-1234

Fax: (215) 790-3600

Contact: John Crosby, UIF Associate

University of Delaware, Delaware Gateway, Office of the Economic Innovation & Partnership

Address: 116 Hullihen Hall, Newark, DE 19716

Website: <http://www.udel.edu/gateway/innovation>

Phone: (302) 831-7140

Contact: Dr. David S. Weir, Director

**University of Pennsylvania, Wharton School
Entrepreneurial Research Center**

Address: Vance Hall, Fourth Floor, 3733 Spruce Street,
Philadelphia, PA 19104

Website: <http://www.wep.wharton.upenn.edu>

Phone: (215) 898-4856

Contact: Ian C. MacMillan, Director, Sol C. Snider
Entrepreneurial Research Center; Emily Gohn
Cieri, Managing Director, Wharton
Entrepreneurial Programs

Widener University

Address: One University Place, Chester, PA 19013

Website: <http://widener.edu>

Phone: (610) 499-4101

Contact: Dr. James T. Harris III, President

WIN

Address: PO Box 543, Pottstown, PA 19464

Website: <http://www.winwomen.org>

Phone: (484) 945-2108

Contact: Victoria Burkhart, Management Consultant

World Trade Center of Greater Philadelphia

Address: Two Penn Center, 1500 JFK Boulevard,
Suite 305, Philadelphia, PA 19102

Website: <http://www.wtcphila.org>

Phone: (215) 586-4240

Contact: Joanna Savvides, President

Networking Events and/or Resources

**Ben Franklin Technology Partners of Southeastern
PA**

Address: 4801 S Broad St, Suite 200, Navy Yard
Philadelphia, PA 19112

Website: <http://www.sep.benfranklin.org>

Phone: (215) 972-6700
Fax: (215) 972-5588

Contact: RoseAnn B. Rosenthal, President and CEO

BioNJ

Address: 1 AAA Drive, Suite 102, Trenton,
NJ 08691

Website: <http://www.bionj.org>

Phone: (609) 890-3185
Fax: (609) 581-8244

Contact: Debbie Hart, President

BioStrategy Partners

Address: 8360 Old York Road, Elkins Park,
PA 19027

Website: <http://www.biostrategypartners.org>

Phone: (215) 780-1532
Fax: (215) 780-1494

Contact: Karen J. Hanson, PhD., Executive Director

Delaware BioScience Association

Address: 1 Innovation Way, Suite 300, Newark,
Delaware 19711

Website: <http://www.delawarebio.org>

Phone: (302) 452-1104
Fax: (302) 452-1101

Contact: Bob Dayton, President

Eastern Technology Council

Address: 435 Devon Park Drive, Building 600, Suite
613,Wayne, PA 19087

Website: <http://www.easterntechnologycouncil.org>

Phone: (610) 975-9430, ext.3151
Fax: (610) 975-9432

Contact: Dianne Strunk, CEO

Edison Innovation Fund Roundtable

Address: Waterfront Technology Center at Camden
200 Federal Street, Camden, NJ 08103

Website: <http://www.njeda.com/events>

Phone: (866) 534-7789
Fax:

Contact: Call Center

First State Innovation

Address: 901 Market Street, Suite 1400,
Wilmington, DE 19801

Website: <http://www.firststateinnovation.org>

Phone: (302) 888-5756
Fax: (302) 888 – 5700

Contact: Ernest J. Dianastasis, Chairman

Innovation Philadelphia

Address: 1500 Market Street, 2600 Centre Square
West, Philadelphia, PA 19102

Website: <http://www.innovationphiladelphia.com>

Phone: (215) 496-8110
Fax: (215) 320-1991

Contact: Kelly Lee, Executive Vice President

Laurence A. Baiada Center for Entrepreneurship at Drexel University

Address: 3225 Arch Street, Ground Floor, Philadelphia,
PA 19104

Website: <http://www.lebow.drexel.edu/baiadacenter>

Phone: (215) 895-0302

Contact: Terri McIhenney

Mid-Atlantic Capital (MAC) Alliance

Address: 200 South Broad Street, Suite 700,
Philadelphia, PA 19102-3896

Website: <http://www.macalliance.com>

Phone: (215) 790-3800, (215) 790-3695
Fax: (215) 790-3601

Contact: Carolyn Maher, Executive Director

Mid Atlantic Nanotechnology Alliance

Address: 4801 S Broad St, Suite 200, Navy Yard
Philadelphia, PA 19112

Website: <http://www.midatlanticnano.org>

Phone: (215) 972-6700

Contact:

New Castle County Chamber of Commerce

Address: 12 Penns Way, New Castle, DE 19720

Website: <http://www.nccccc.com>

Phone: (302) 294-2058

Contact: Bob Chadwick, Vice President, Business
and Economic Development

New Castle County Economic Development Council

Address: 12 Penns Way, New Castle, DE 19720

Website: <http://www.njtc.org>

Phone: (302) 294-2058

Contact: Bob Chadwick, Director

New Jersey Technology Council

Address: 1001 Briggs Road, Suite 280, Mt. Laurel, NJ
08054

Website: <http://www.njtc.org>

Phone: (856) 787-9700

Fax: (856) 787-9800

Contact: Maxine Ballen, President and CEO

Pennsylvania Bio

Address: 7 Great Valley Parkway, Suite 290, Malvern,
PA 19355

Website: <http://www.pennsylvaniabio.org>

Phone: (610) 578-9220

Fax: (610) 578-9219

Contact: Dennis M. "Mickey" Flynn, President

Pennsylvania Department of Community and Economic Development

Address: 400 North Street, 4th Floor, Harrisburg,
PA 17120

Website: <http://www.newpa.com>

Phone: (866) GO-NEWPA

Contact: John Sider, Director of Venture Investment

Philly BioBreak

Website: <http://www.phillybiobreak.com>

Contact: Geoff Meyerson, Co-President

The Energy Commercialization Institute

Address: 4801 S Broad St, Suite 200, Navy Yard
Philadelphia, PA 19112

Phone: (215) 972-6700

Fax: (215) 972-5588

Contact:

The Entrepreneurs' Forum of Greater Philadelphia

Address: One Liberty Place, Suite 690, Philadelphia, PA, 19103

Website: <http://www.efgp.org/index.php>

Phone: (215) 640-3339

Fax: (215) 640-3340

Contact: Dan Ross, Executive Director

The Greater Philadelphia Life Sciences Guide

Website: <http://www.look4science.com>

The Greater Philadelphia Bioinformatics Alliance

Address: 3701 Market Street, Philadelphia, PA 19104

Website: <http://www.gpba-bio.com>

Phone: (215) 895-2791 or (215) 687-3024

Fax: (215) 895-4983

Contact: Aydin Tozeren, Co-Director

The Greater Philadelphia Chamber of Commerce

Address: 200 S. Broad St., Suite 700, Philadelphia, PA 19102

Website: <http://www.greaterphilachamber.com>

Phone: (215) 545-1234

Fax: (215) 790-3600

Contact: Michael Castaldo

The Nanotechnology Institute (NTI)

Address: 4801 S. Broad Street, Suite 200, The Navy Yard, Philadelphia, PA 19112

Website: <http://nanotechinstitute.org>

Phone: (215) 972-6700

Fax: (215) 972-5588

Contact: Anthony Green, Ben Franklin Director, NTI

WIN

Address: PO Box 543, Pottstown, PA 19464

Website: <http://www.winwomen.org>

Phone: (484) 945-2108

Fax: (610) 970-7520

Contact: Victoria Burkhart, Management Consultant

SPACE RESOURCES

III. I am looking for space:

Business Incubators

ACIN Camden Center for Entrepreneurship

Address: Waterfront Technology Center, 200 Federal Street, Camden, NJ 08103

Website: <http://www.acincenter.org/accelerator>

Phone: (856) 614-5415
Fax: (856) 614-5489

Contact: Elizabeth W. Manning, Administrator

Bucks County Technology Park

Address: 4800 Street Road in Trevoese, PA

Website: <http://www.bctechpark.com>

Phone: (215) 953-3459
Fax: (610) 645-8533

Contact: Stephanie Schaeffer, President

Burlington County Community College High Technology Small Business Incubator

Address: 601 Pemberton Browns Mills Road, Pemberton, NJ 08068

Website: <http://www.bcc.edu>

Phone: (856) 222-9311, ext.801

Contact: Paula Fett, Director

Center for Innovation and Entrepreneurship @ Rowan University

Address: 107 Gilbreth Parkway Mullica Hill, NJ 08062

Website: <http://www.sjtechpark.org>

Phone: (856) 256-4099

Contact: Michele Epifani, Business Manager

Commercialization Center for Innovative Technologies

Address: 675 Route 1 South, North Brunswick, NJ 08902

Website:
<http://www.greaternewbrunswickinnovationzone.com>

Phone: (866) 534-7789
Fax:

Contact: Call Center

Delaware Technology Park

Address: 1 Innovation Way, Suite 300, Newark, Delaware 19711

Website: <http://www.deltechpark.org>

Phone: (302) 452-1123
Fax: (302) 452-1101

Contact: J. Michael Bowman, President

Laurence A. Baiada Center for Entrepreneurship at Drexel University

Address: 3225 Arch Street, Ground Floor, Philadelphia, PA 19104

Website: <http://www.lebow.drexel.edu/baiadacenter>

Phone: (215) 895-0302

Contact: Terri McIhenney

Pennsylvania Biotechnology Center of Bucks County

Address: 3805 Old Easton Road, Doylestown, PA 18902

Website: <http://www.pabiotechbc.org>

Phone: (215) 589-6300, (215) 489-4902

Fax: (215) 489-4920

Contact: James Horan, Chief Operating Officer

Rutgers EcoComplex

Address: 1200 Florence-Columbus Road
Bordentown, NJ 08505

Website: <http://ecocomplex.rutgers.edu>

Phone: (609) 499-3600

Fax:

Contact: David Specca, Director

Rutgers Food Innovation Center

Address: 450 East Broad Street
Bridgeton, NJ 08302

Website: <http://www.foodinnovation.rutgers.edu>

Phone: (856) 459-1900

Contact: Lou Cooperhouse, Director

Rutgers Camden Technology Campus/SBI

Address: 200 Federal Street, Suite 244, Camden, NJ 08103

Website: <http://www.rutgersbiz.com>

Phone: (856) 479-9010

Contact: Greg Gamble, CEO

Sam Jones Innovation Center, Rowan College

Address: 107 Gilbreth Parkway
Mullica Hill, NJ 08062

Website: <http://www.sjtechpark.org/incubator>

Phone: (856) 256-4271

Contact: Dr. Tom Bryant, Executive Director

The Emerging Enterprise Center

Address: 12 Penns Way, New Castle, DE 19720

Website: <http://www.nccedc.com/EEC.htm>

Phone: (302) 294-2058

Contact: Bob Chadwick, Director

The Philadelphia Navy Yard

Address: 1413 Langley Avenue, Philadelphia, PA 19112

Website: <http://www.navyyard.org>

Phone: (215) 843-9273

Contact:

The University City Science Center

Address: 3711 Market Street, Suite 800,
Philadelphia, PA 19104

Website: <http://www.sciencecenter.org>

Phone: (215) 966-6000

Fax: (215) 966-6002

Contact: Kristin Hart, Manager, Incubator Operations

Waterfront Technology Center at Camden

Address: 200 Federal Street, Camden,
NJ 08103

Website: <http://www.camdeninnovationzone.com>

Phone: (609) 292-0373

Contact: Christine Roberts, Asset Manager

Trenton Technology and Business Center

Address: 36 South Broad Street, Trenton, NJ 08608

Website:

Phone: (609) 396-8801

Contact:

University Technology Park

Address: Pavillion II, Third Floor, 100 West Sproul
Road, Springfield, PA 19064

Website: <http://www.universitytechpark.org>

Phone: (610) 338-8209

Contact: Rick Hassold, Director

Wilmington Retail Incubator Program

Address: Market Street Mall, Wilmington, DE 19710

Website: [http://www.ci.wilmington.de.us/
microloan_incubator.htm](http://www.ci.wilmington.de.us/microloan_incubator.htm)

Phone: (302) 576-2120

Business Development Centers/Small Business Development Centers (SBDC)

Business Center for Entrepreneurship & Social Enterprise

Address: 7500 Germantown Ave, Elders Hall Suite 113,
Philadelphia, PA 19119

Website: <http://www.thebizctr.com>

Phone: (215) 247-2473

Contact: Pamela Rich-Wheeler, Director

Dublin Technology Enterprise Center

Address: 123 N. Main Street, Dublin,
PA 18917

Website:

Phone: (215) 249-9401

Contact: Ann Kuznicki

Laurence A. Baiada Center for Entrepreneurship at Drexel University

Address: 3225 Arch Street, Ground Floor
Philadelphia, PA 19104

Website: <http://www.lebow.drexel.edu/baiadacenter>

Phone: (215) 895-0302

Contact: Terri McIhenney

NJ Small Business Development Center, Rutgers/Camden Campus

Address: 200 Federal Street, Suite 435
Camden, NJ 08103

Website: <http://crab.rutgers.edu/~rsbdc>

Phone: (856) 225-6221

Contact: Gary Rago, Director

Pennsylvania Small Business Development Centers State Director's Office

Address: 3819-33 Chestnut Street, Suite 325
Philadelphia, PA 19104

Website: <http://www.pasbdc.org>

Phone: (215) 898-1219

Contact: Christian Conroy, State Director

Philadelphia Business and Technology Center

Address: 5070 Parkside Ave., Philadelphia,
PA 19131

Website:

Phone: (215) 879-8500

Contact: Marjorie Ogilvie

The Business Technology Center

Address: 1160 McDermott Drive West Chester, PA
19380

Website: <http://www.btcwcu.org>

Phone: (610) 436-3337

Contact: Tom Pavelchek, Director

The College of New Jersey SBDC

Address: Forcina Hall 447, 2000 Pennington Avenue
Ewing, NJ 08628

Website: <http://www.tcnj.edu/~sbdc/>

Phone: (609) 771-2947

Contact: Lorraine Allen, Regional Director

The Enterprise Center

Address: 4548 Market Street, Philadelphia,
PA 19139

Website: <http://www.theenterprisecenter.com>

Phone: (215) 895-4000

Contact: Della Clark

The Fox School of Business, Temple SBDC

Address: 1510 Cecil Moore Ave., Philadelphia, PA,
19121

Website: <http://sbm.temple.edu/sbdc>

Phone: (215) 204-0143

Contact: Tracey M. Lewis-Giggetts, Manager

Wharton SBDC

Address: Vance Hall, 3733 Spruce Street
Philadelphia, PA 19104

Website: <http://whartonsbdc.wharton.upenn.edu>

Phone: (215) 898-4861

Contact: Therese Flaherty, Director

Widener SBDC

Address: One University Place, Chester, PA 19013

Website: <http://www.widenersbdc.org>

Phone: (610) 619-8490

Contact: Glenn McAllister, Director

Research/Technology Parks

Bucks County Technology Park

Address: 4800 Street Road in Trevose, PA

Website: <http://www.bctechpark.com>

Phone: (215) 953-3459

Contact: Stephanie Schaeffer, President

Delaware Technology Park

Address: 1 Innovation Way, Suite 300
Newark, Delaware 19711

Website: <http://www.deltechpark.org>

Phone: (302) 452-1123

Contact: J. Michael Bowman, President

South Jersey Technology Park

Address: 107 Gilbreth Parkway, Mullica Hill,
NJ 08062

Website: <http://www.sjtechpark.org>

Phone: (856) 256-4099

Contact: Michele Epifani, Business Manager

The University City Science Center

Address: 3711 Market Street, Suite 800, Philadelphia,
PA 19104

Website: <http://www.sciencecenter.org>

Phone: (215) 966-6000

Contact: Stephen S. Tang, President and CEO

University Technology Park

Address: Pavillion II, 3rd Floor, 100 West Sproul Road,
Springfield, PA 19064

Website: <http://www.universitytechpark.org>

Phone: (610) 338-8209

Contact: Rick Hassold, Director

Wet Lab Space

Delaware Technology Park

Address: 1 Innovation Way, Suite 300, Newark, DE, 19711

Website: <http://www.deltechpark.org>

Phone: (302) 452-1100

Contact: Jane Crouch

Eble & Associates, LP

Address: 3070 McCann Farm Drive, Suite 112, Garnet Valley, PA 19061

Website: <http://www.eble-associates.com>

Phone: (484) 431-6978

Contact: Julie Eble, Ph.D.

South Jersey Technology Park

Address: 107 Gilbreth Parkway Mullica Hill, NJ 08062

Website: <http://www.sjtechpark.org>

Phone: (856)354-9700 Ext. 244

Contact: Scott Martin, Senior Associate

The University City Science Center

Address: 3711 Market Street, Suite 800, Philadelphia, PA 19104

Website: <http://www.sciencecenter.org>

Phone: (215) 966-6000

Contact: Stephen S. Tang, Ph.D., President and CEO; Kristen Fitch, Manager, Incubator Operations

The Waterfront Technology Center, Camden Innovation Zone

Address: 200 Federal Street, Camden, NJ 08103

Website: <http://www.camdeninnovationzone.com>

Phone: (609) 292-0373

Contact: Christine Roberts, Asset Manager

The Wistar Institute

Address: 3601 Spruce Street, Philadelphia, PA 19104

Website: http://www.wistar.org/tech_transfer

Phone: (215) 898-0049, (215) 898-3700

Contact: Meryle Melnicoff, Director, Business Development

Space to Host a Meeting/Event

ACIN Camden Center for Entrepreneurship

Address: Waterfront Technology Center, 200 Federal Street, Camden, NJ 08103

Website: <http://www.acincenter.org/accelerator>

Phone: (856) 614-5415

Fax: (856) 614-5489

Contact: Elizabeth W. Manning, Operations Administrator

Ben Franklin Technology Partners of Southeastern PA

Address: Building 100 Innovation Center, 4801 S Broad St, Suite 200, the Navy Yard, Philadelphia, PA 19112

Website: <http://www.sep.benfranklin.org>

Phone: (215) 972-6700

Fax: (215) 972-5588

Contact: RoseAnn B. Rosenthal, President and CEO

BioAdvance

Address: 3701 Market Street, 5th Floor Philadelphia, PA 19104

Phone: (215) 966-6214

Address: 795 East Lancaster Avenue Suite 204, Villanova, PA 19085-0190

Website: <http://www.bioadvance.com>

Phone: (610) 230-0645

Contact: Barbara S. Schilberg, Managing Director and CEO

Building 100 Innovation Center

Address: 4801 S Broad St, Suite 200, the Navy Yard, Philadelphia, PA 19112

Website: <http://www.sep.benfranklin.org/who/tenants>

Phone: (215) 972-6700

Contact: Adare McMillan

Chemical Heritage Foundation (CHF) Conference Center

Address: 315 Chestnut Street, Philadelphia, PA 19106

Website: <http://www.chemheritage.org>

Phone: (215) 925-2222, (215) 873-8204

Contact: Akua Asiamah-Andrade, Manager of Corporate Relations

City of Philadelphia Department of Commerce

Address: 1515 Arch Street, 12th Floor, Philadelphia, PA 19102

Website: <http://www.phila.gov/commerce>

Phone: (215) 683-2157, (215) 683-2100

Contact: Elinor R. Haider, Chief of Staff

College of Physicians

Address: 19 South 22nd Street Philadelphia,
PA, 19103-3097

Website: <http://www.collphyphil.org>

Phone: (215) 563-3103

Contact: Elizabeth Savitz

Delaware Technology Park

Address: 1 Innovation Way, Suite 300, Newark,
DE, 19711

Website: <http://www.deltechpark.org>

Phone: (302) 452-1100

Contact: Jane Crouch

Delaware Valley Industrial Resource Center

Address: 2905 Southampton Road, Philadelphia,
PA 19154

Website: <http://www.dvirc.org>

Phone: (215) 464-8550

Contact: Keith Ashlock

Delaware Valley Industrial Resource Center (DVIRC) at The Navy Yard

Address: 4801 S. Broad St, Suite 100, Philadelphia, PA
19112

Website: <http://www.dvirc.org>

Phone: (215) 464-8550

Contact: Keith Ashlock

Independents Hall

Address: 32 S Strawberry St, Philadelphia,
PA 19106

Website: <http://www.indyhall.org>

Phone: (215) 586-3909

Contact: Alex Hillman

New Castle County Chamber of Commerce

Address: 12 Penns Way, New Castle, DE 19720

Website: <http://www.ncccc.com>

Phone: (302) 294-2058

Contact: Bob Chadwick, Vice President, Economic
Development

Pennsylvania Convention Center

Address: 1101 Arch Street, Philadelphia,
PA 19107

Website: <http://www.paconvention.com>

Phone: (215) 418-4850

Penn State Great Valley

Address: 30 East Swedesford Road, Malvern,
PA 19355

Website: <http://www.sgps.psu.edu>

Phone: (610) 648-3270

Contact: Vivienne Crooks

The Emerging Enterprise Center

Address: 12 Penns Way, New Castle,
DE 19720

Website: <http://www.nccedc.com/EEC.htm>

Phone: (302) 294-2058

Contact: Bob Chadwick, Director

The Fox School of Business, Temple SBDC

Address: 1510 Cecil B. Moore Avenue, Suite 200,
Philadelphia, PA 19122

Website: <http://www.temple.edu>

Phone: (215) 204-7282

Fax:

Contact: Tim Bennett, Financial Manager

South Jersey Technology Park

Address: 107 Gilbreth Parkway Mullica Hill,
NJ 08062

Website: <http://www.sjtechpark.org>

Phone: (856)256-4099

Contact: Michele Epifani, Business Manager

The University City Science Center

Address: 3711 Market Street, Suite 800, Philadelphia,
PA 19104

Website: <http://www.sciencecenter.org>

Phone: (215) 966-6000

Fax: (215) 966-6002

Contact: Curt Hess, Senior Vice President, Real Estate

The Hub

The Hub CityView

Address: 30 South 17th Street, United Plaza, 14th Floor
Philadelphia, PA 19103

The Hub Cira Centre

Address: 2929 Arch Street, Mezzanine Level
Philadelphia, PA 19104

Website: <http://www.thehub.com>

Phone: (215) 519-5259

Contact: Curt Hess, Senior Vice President, Real Estate

Waterfront Technology Center at Camden

Address: 200 Federal Street, Camden,
NJ 08103

Website: <http://www.camdeninnovationzone.com>

Phone: (609) 292-0373

Contact: Christine Roberts, Asset Manager

Shared Office Space

American Executive Centers

Address: Two Penn Center Plaza, Suite 200,
Philadelphia, PA 19102

Website: <http://www.aecphilly.com>

Phone: (800) 736-6034

Contact: Kathy Fahy, Center Manager

Indie Hall

Address: 32 Strawberry Street, Philadelphia,
PA 19106

Website: <http://indyhall.org>

Phone: (215) 586-3909

Contact: Alex Hillman, Founding Partner

Regus

Address: Multiple locations

Website: <http://www.regus.com>

Phone: 1-800-OFFICES

Your Office USA

Address: 1800 JFK Blvd., Suite 300, Philadelphia PA
US 19103

Website: <http://www.youroffice.com>

Phone: (267) 238-3800

TECHNOLOGY TRANSFER RESOURCES

IV. I am looking for Technology Transfer Office

Delaware Technology Transfer Office:

University of Delaware, Office of the Economic Innovation & Partnership

Address: 210 Hullahen Hall, Newark, DE 19716

Website: <http://www.udel.edu/provost/vpr.html>

Phone: (302) 831-7140

Fax: (302) 831-2828

Contact: Dr. David S. Weir, Director

New Jersey Technology Transfer Offices:

Princeton University Technology Licensing & Intellectual Property

(Office of Technology Licensing)

Address: 4 New South Building, Princeton University,
Princeton, NJ 08544

Website: <http://www.princeton.edu/patents>

Phone: (609) 258-1001, (609) 258-1570

Fax: (609) 258-1159

Contact: John F. Ritter, Director

Rowan University, Office of the Associate Provost for Research

Address: 201 Mullica Hill Road, Glassboro, NJ 08028

Website: <http://www.rowan.edu/open/provost/research/techtransfer>

Phone: (856) 256-4000

Rutgers, the State University of New Jersey, Office of Technology Commercialization

Address: ASB III - 3rd Floor, 3 Rutgers Plaza, New
Brunswick, NJ 08901

Website: <http://otc.rutgers.edu>

Phone: (732) 932-0115, (732) 932-0115

Fax: (732) 932-0146

Contact: Bill Adams, Director

Pennsylvania Technology Transfer Offices:

BioStrategy Partners

Address: 8360 Old York Road, Elkins Park,
PA 19027

Website: <http://www.biostrategypartners.org>

Phone: (215) 780-1532

Fax: (215) 780-1494

Contact: Karen J. Hanson, PhD., Executive Director

Children's Hospital of Philadelphia

Address: 3615 Civic Center Boulevard, Philadelphia,
PA, 19104-4318

Website: [http://stokes.chop.edu/technologies/
/technology_transfer](http://stokes.chop.edu/technologies/technology_transfer)

Phone: (267) 426-5371

Fax: (215) 590-5484

Contact: Greg Baker, PhD, Associate Director

Drexel University Office of Research Commercialization Germinator

Address: 3201 Arch Street, Suite 100, Philadelphia, PA
19104

Website: <http://www.research.drexel.edu/home>

Phone: (215) 895-5849

Fax: (215) 895-6699

Contact: Kenny J. Simansky, Interim Vice Provost

Fox Chase Cancer Center, Office of Corporate Alliances

Address: 610 Old York Road, 4th Floor, Jenkintown,
PA 19046

Website: <http://www.fccc.edu/research/techTransfer>

Phone: (215) 214-3985

Fax: (215) 214-1440

Contact: Kurt Schwinghammer, Vice President

Lankenau Institute for Medical Research (LIMR)

Address: 100 East Lancaster Avenue, Wynnewood, PA,
19096

Website: <http://www.limr.org/html/techtrans.htm>

Phone: (610) 645-8592, (610) 645-8400

Fax: (610) 645-8533

Contact: Anna Laakmann, MD, TT Manager

Temple University Office of Technology Transfer

Address: 406 University Services Building, 1601 N.
Broad Street, Philadelphia, PA 19122

Website: <http://www.temple.edu/ovpr/ott>

Phone: (215) 204-5293, (215) 204-7619

Fax: (215) 204-7486

Contact: Stephen G. Nappi, Director

Thomas Jefferson University, Office of Technology Transfer

Address: 1020 Locust Street, Suite M34, Philadelphia,
PA 19107

Website: <http://www.jefferson.edu/ott>

Phone: (215) 955-6862

Fax: (215) 923-5835

Contact: Katherine Chou, Director

University of Pennsylvania Center for Technology Transfer

Address: 3160 Chestnut Street, Suite 200, Philadelphia,
PA 19104

Website: <http://www.ctt.upenn.edu>

Phone: (215) 898-9591

Contact: Mike Cleare, Vice Provost, Executive Director

University of the Sciences in Philadelphia

Address: 600 South 43rd Street, Philadelphia, PA 19104-4495

Website: <http://www.usp.edu>

Phone: (215) 596-8800, (215) 596-8974

Contact: Rod Wigent

The Wistar Institute

Address: 3601 Spruce Street, Philadelphia, PA 19104

Website: http://www.wistar.org/tech_transfer

Phone: (215) 898-0049

Fax: (215) 573-2456

Contact: Meryle Melnicoff, PhD., Director, Business Development

Professional and Technical Assistance

V. I need professional and/or technical assistance

Ben Franklin Technology Partners of Southeastern PA

Address: Building 100 Innovation Center, 4801 S Broad St, Suite 200, the Navy Yard, Philadelphia, PA 19112

Website: <http://www.sep.benfranklin.org>

Phone: (215) 972-6700
Fax: (215) 972-5588

Contact: RoseAnn B. Rosenthal, President and CEO

Balderston Capital, LLC

Address: 336 King Of Prussia Rd Radnor, PA 19087

Website:

Phone: (610) 688-4840
Fax:

Contact: Thomas M. Balderston, President

BioStrategy Partners

Address: 8360 Old York Road, Elkins Park, PA 19027

Website: <http://www.biostrategypartners.org>

Phone: (215) 780-1532
Fax: (215) 780-1494

Contact: Karen J. Hanson, PhD., Executive Director

Delaware River Port Authority

Address: One Port Center, 2 Riverside Drive, Camden, NJ 08101

Website: <http://www.drpa.org>

Phone: (856) 968-2000 or (215) 218-3750
Fax: (856) 968-2272

Contact: John J. Matheussen, CEO

Delaware Valley Industrial Resource Center (DVIRC)

Address: 2905 Southampton Road, Philadelphia, PA 19154

Website: <http://www.dvirc.org>

Phone: (215) 464-8550

Contact: Keith Ashlock

Good Company Ventures

Address: 4700 Wissahickon Avenue, Philadelphia, PA 19144

Website: <http://goodcompanyventures.org>

Phone: (215) 951-7200 x3002
Fax: (610) 500-5139

Contact: Chris Bentley, Executive Director

Innovation Philadelphia

Address: 1500 Market Street, 2600 Centre Square
West, Philadelphia, PA 19102

Website: <http://www.innovationphiladelphia.com>

Phone: (215) 496-8110
Fax: (215) 320-1991

Contact: Kelly Lee, Executive Vice President

Laurence A. Baiada Center for Entrepreneurship at Drexel University, Growth Acceleration Program

Address: 3225 Arch Street, Ground Floor,
Philadelphia, PA 19104

Website: <http://www.lebow.drexel.edu/baiadacenter>

Phone: (215) 895-0302

Contact: Terri McIhenney

Mid-Atlantic Capital Alliance

Address: 200 South Broad Street, Suite 700,
Philadelphia, PA 19102

Website: <http://www.macalliance.com>

Phone: (215) 790-3800, (215) 790-3695
Fax: (215) 790-3601

Contact: Carolyn Maher, Executive Director

Mitchell Capital Corp.

Address: 219 Black Rock Rd. Oaks, PA 19456

Website: <http://www.mitchellcapital.com>

Phone: (215) 870-6326
Fax: (610) 717-1212

Contact: Paul A. Mitchell, President

Pennsylvania Department of Community and Economic Development

Address: 400 North Street, 4th Floor, Harrisburg,
PA 17120

Website: <http://www.newpa.com>

Phone: (866) GO-NEWPA

Contact: John Sider, Director of Venture Investment

Philadelphia Commercial Development Corporation (PCDC)

Address: 1315 Walnut Street, 6th Floor, Philadelphia,
PA 19107

Website: <http://www.philadelphiacommercial.org>

Phone: (215) 790-2200

Contact: Aqil A. Sabur, President and CEO

SafeHatch LLC

Address: 435 Devon Park Drive Building 500, Wayne,
PA 19087

Website: <http://www.safehatch.com>

Phone: (610) 971-4067

Contact: Howard Lubert, Managing Director

The Greater Philadelphia Chamber of Commerce

Address: 200 S. Broad St., Suite 700, Philadelphia,
PA 19102

Website: <http://www.greaterphilachamber.com>

Phone: (215) 545-1234
Fax: (215) 790-3600

Contact: Michael Castaldo

The University City Science Center

Address: 3711 Market Street, Suite 800, Philadelphia, PA 19104

Website: <http://www.sciencecenter.org>

Phone: (215) 966-6000

Fax: (215) 966-6002

Contact: Stephen S. Tang, President and CEO

WIN

Address: PO Box 543, Pottstown, PA 19464

Website: <http://www.winwomen.org>

Phone: (484) 945-2108

Fax: (610) 970-7520

Contact: Victoria Burkhart, Management Consultant

World Trade Center of Greater Philadelphia

Address: Two Penn Center, 1500 JFK Blvd, Suite 305, Philadelphia, PA 19102

Website: <http://www.wtcphila.org>

Phone: (215) 586-4240

Contact: Joanna Savvides, President

Keystone Innovation Zones (KIZ)

BioLaunch 611 KIZ

Address: 8360 Old York Road, Elkins Park, PA 19027
Website: <http://www.biostrategypartners.org/KIZ/index.php>
Phone: (215) 780-1532
Fax: (215) 780-1494
Contact: kiz@biostrategypartners.org

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BioLaunch611+ Keystone Innovation Zone (KIZ) is a BioStrategy Partners program that provides professional services designed to move existing and newly forming KIZ companies to their next level of development or commercialization.

BioStrategy Partners, through its KIZ program, engages companies at their earliest stages, including the pre-company concept stage. The company helps founders and first-time CEOs to successfully achieve their next level of development or commercialization. Through its professional Service Provider Network, the company *educates, guides and prepares* client companies to meet the investment requirements of the next stage of investors including venture capitalists, angels and economic development agencies such as Ben Franklin Technology Partners and the PA Life Sciences Greenhouses.

The foundation and starting point of the KIZ program is the Diligence Program, a hallmark service of BioStrategy Partners that provides assistance with planning and start-up business development. Certain KIZ Companies may receive additional services through the Corporate Development Program (CDP), which offers a higher level of “hands-on” assistance and management training.

This KIZ provides support to early-stage *life sciences companies* operating in Bucks and Montgomery counties south of Route 202 and in Philadelphia County north of Girard Avenue. The *Temple University* has joined the KIZ in 2006.

Bucks County Biotechnology KIZ

Address: 3805 Old Easton Road, Doylestown, PA 18902
Website: <http://www.pabiotechbc.org/kiz.htm>
Phone: (215) 589-6300, (215) 589-6426
Fax: (215) 489-4920
Contact: Ethan J. Byler

.....

This KIZ provides support to biotechnology companies operating in Bucks County via the Biotechnology Center of Bucks County.

Capitalizing on the partners' experience in life sciences and information technology, the Bucks County Biotechnology KIZ targets the life sciences industry through information technology and advanced manufacturing.

Camden Innovation Zone

Address: 3805 Old Easton Road, Doylestown, PA 18902

Website: <http://www.camdeninnovationzone.com>

Phone: (866) 534-7789

Contact: Call Center

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Innovation Zones are areas of New Jersey designated for academic and research institutions to be located in close proximity and work together to develop and market new products or services. Resident businesses may be eligible for special benefits and financing incentives from the New Jersey Economic Development Authority. There are three innovation Zones in New Jersey located in Newark, the Greater New Brunswick area, and Camden.

Located just one mile from Philadelphia, the Camden Innovation Zone is bounded in the north by the Ben Franklin Bridge, in the south by Chestnut Street, in the east by I-676, and in the west by the Delaware River. The Camden Innovation Zone is home to the Waterfront Technology Center at Camden - a 100,000-square-foot facility designed to meet the needs of established businesses and startups in the biosciences, microelectronics, defense research, advanced materials, information technology and other high-tech and life sciences fields.

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Chester County KIZ

Address: 737 Constitution Drive, Exton, PA 19341

Website: <http://www.cckiz.com/kizhome.html>

Phone: (610) 458-5700 x.262, (610) 458-5700 x.262

Contact: Erika Crawford

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The Chester County KIZ is dedicated to creating opportunities for transferring ideas between innovators, growing companies and established business in the life science/ bio technology and information technology industries.

This Pennsylvania program requires no membership fee and no application and most offerings are at no cost.

To be KIZ Eligible, a company needs to meet the following criteria: (1) Business focused on the bio/life sciences, energy or information technology industries; (2) Eight years or less in operation; (3) Operating within the designated geographical boundaries of the KIZ.

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Delaware County KIZ

Address: 1450 Edgmont Avenue, Suite 120, Chester, PA 19013

Website: <http://www.delcokiz.org>

Phone: (610) 499-7534

Fax: (610) 499-7526

The Delaware County Keystone Innovation Zone is a series of distinct geographic locations comprised of the municipal boundaries of Chester, Marcus Hook, Trainer and Upland. Further, there are seven nodes which are site specific and include buildings at University Technology Park 2, The Wharf at Rivertown, The Silk Mills, Crozer-Chester Medical Center, Widener University and Villanova University. Currently these nodes are the specific locations where eligible KIZ companies must be located in order to receive benefits of the KIZ program. At this time, the Delaware County KIZ is in negotiations with the Pennsylvania Department of Community and Economic Development (DCED) to expand the boundaries of the zone.

The strength of locating or expanding a company within a KIZ is realized by combining the resources of educational institutions, private businesses, business support organizations, commercial lending institutions, venture capital networks (including angel investors) and foundations.

Companies in the Delaware County KIZ may be eligible for up to \$100,000 in PA Tax Credits and receive priority review for many state financing, training grant, and early-stage investment programs.

This KIZ is coordinated by the public/private partnership of Crozer-Keystone Health System and Widener University that resulted in the University Technology Park in the City of Chester.

The Philadelphia Navy Yard KIZ

Address: PIDC, 1413 Langley Avenue, Philadelphia, PA 19112

Website: <http://www.navyyard.org/KIZAbout.htm>

Phone: (215) 843-9273

Contact: mseltzer@pidc-pa.org

This KIZ provides support to power and energy, nanotechnology, advanced manufacturing, communications and IT, homeland security and life sciences companies operating within the Navy Yard.

Companies in the Navy Yard KIZ may be eligible for up to \$100,000 in PA Tax Credits and R&D tax credits – based on annual R&D expenditures. In addition, companies may benefit from Keystone Opportunity Zone real estate and corporate tax exemptions through 2018; low-interest financing for equipment, construction, and working capital; access to consulting and lab space via the Ben Franklin Technology Commercialization Service Network and the US Navy, and free consulting services related to federal funding programs.

To be KIZ Eligible, a company needs to meet the following criteria: (1) Business focused on one or more of the Navy Yard KIZ technologies; (2) Eight years or less in operation; (3) Operating within the designated boundaries of The Navy Yard.

University City KIZ

Address: 3711 Market Street, Suite 800, Philadelphia, PA 19104

Website: <http://www.uckiz.com>

Phone: (215) 966-6000, (215) 966-6156

Contact: Kristen Fitch, Manager, Incubator Operations

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The University City Keystone Innovation Zone is a consortium of Philadelphia Universities and Economic Development agencies seeking to create a pipeline of transparent resources for Life Science Start Ups.

This KIZ provides support to life sciences companies operating within the Science Center and its vicinity. The University City Keystone Innovation Zone’s purpose is education, connection and collaboration. The *University City Science Center* <http://www.sciencecenter.org/koz-kiz> is located in the University City KIZ.
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11-County Economic Development Organizations

Delaware

New Castle County Economic Development Council

Address: P.O. Box 11247, Wilmington, DE 19850

Website: <http://www.nccedc.com/CWT/External/wcpages/economic>

Phone: (302) 831-7140
Fax: (302) 831-2828

Contact: Robert Chadwick, Director

New Jersey

Burlington County Economic Development & Regional Planning

Address: 50 Rancocas Road, P.O. Box 6000
Mount Holly, NJ 08060

Website: <http://www.co.burlington.nj.us/departments/economic>

Phone: (609) 265-5055
Fax: (609) 265-5006

Contact: Mark A. Remsa, Director of Economic Development

Camden County Improvement Authority

Address: 1909 Route 70 East, Suite 300, Cherry Hill,
NJ 08003

Website:

Phone: (856) 751-2242
Fax: (609) 751-2247

Contact: Fred Weinstein, Executive Director and CEO

Gloucester County Department of Business & Economic Development

Address: 115 Budd Boulevard, Woodbury, NJ 08096

Website: <http://www.co.gloucester.nj.us/Government/Departments/EconomicDev/mainnew.cfm>

Phone: (856) 384-6930
Fax: (856) 384-6938

Contact: Lisa J. Wesen-Morina, Director

Mercer County Office of Economic Opportunity and Sustainability

Address: McDade Administration Building, 640 S.
Broad Street, Room 423, Trenton, NJ 08611

Website: <http://www.nj.gov/counties/mercerc/business/economic/>

Phone: (609) 989-6059
Fax: (609) 695-4943

Contact: Elizabeth Maher Muoio, Director

Salem County Department of Economic Development

Address: 98 Market Street, Salem, NJ 08079

Website: <http://www.salemcountynj.gov/cmssite>

Phone: (856) 339-8615

Contact: James J. Waddington, Director

Pennsylvania

Bucks County Economic Development Corporation

Address: 2 East Court Street, Doylestown, PA 18901

Website: <http://www.bcedc.com>

Phone: (215) 348-9031 x.12

Fax: (215) 348-8829

Contact: Robert F. Cormack, Executive Director

Chester County Economic Development Council

Address: Eagleview Corporate Center, 737 Constitution Drive, Exton, PA 19341

Website: <http://www.cceconomicdevelopment.com>

Phone: (610) 458-5700

Fax: (610) 458-7770

Contact: Gary W. Smith, President and CEO

Delaware County Economic Development Office

Address: 200 East State Street, Suite 205, Media, PA 19063

Website: <http://www.delcopa.org>

Phone: (610) 566-2225

Fax: (610) 566-7337

Contact: J. Patrick Killian, Director of Commerce

Montgomery County Industrial Development Corporation

Address: 420 W. Germantown Pike, East Norriton, PA 19403

Website: <http://www.mcidc.com>

Phone: (610) 272-5000, x.225

Fax: (610) 272-6235

Contact: Carmen S. Italia, Jr., President

Philadelphia County, City of Philadelphia

Address: 1515 Arch Street, 12th Floor, Philadelphia, PA 19102

Website: <http://www.phila.gov>

Phone: (215) 683-2001

Fax: (215) 683-2097

Contact: Andrew Altman, Director of Commerce

Service Providers

VI. I am looking for a service provider

Accounting Firms

Amper, Politziner & Mattia

Address: 101 West Avenue, PO Box 458,
Jenkintown, PA 19046

Website: <http://www.amper.com>

Phone: (215) 881-8800
Fax: (215) 881-8801

Contact: Jay Weinstein

Asher & Company, LTD

Address: 1845 Walnut Street, Suite 1300
Philadelphia, PA 19103

Website: <http://www.asherco.com>

Phone: (215) 940-7809
Fax: (267) 765-2404

Contact: William T. Burns, Director

Deloitte, LLP

Address: 1700 Market St. Philadelphia,
PA, 19103

Website: <http://www.deloitte.com>

Phone: (215) 246-2300
Fax: (215) 569-2441

Contact: Michael Purcell

Ernst & Young

Address: Two Commerce Square, 2001 Market Street,
Suite 4000, Philadelphia, PA 19103

Website: <http://www.ey.com/global/content.nsf/us>

Phone: (215) 448 5000
Fax: (215) 448 4069

Contact: Chris Bruner

Fesnak & Associates

Address: 1777 Sentry Parkway West, Gwynedd Hall,
Suite 400, Blue Bell, PA 19422

Website: <http://www.fesnak.com>

Phone: (267) 419-2200
Fax: (267) 419-2222

Contact: Bob Fesnak

Grant Thornton, LLP

Address: Two Commerce Square, Suite 3100,
Philadelphia, PA 19103

Website: <http://www.grgrp.com>

Phone: (215) 561-4200
Fax: (215) 561-1066

Contact: Richard D. Gebert

Isdaner & Company, LLC

Address: Three Bala Plaza, Suite 501 West
Bala Cynwyd, PA 19004

Website: <http://www.isdanerllc.com>

Phone: (610) 668-4200
Fax: (610) 667-4329

Contact: Scott Isdaner, Jill Lock

KPMG, LLP

Address: 1601 Market Street, Philadelphia,
PA 19103

Website: <http://www.us.kpmg.com>

Phone: (267) 256-7000
Fax: (267) 256-7200

Contact: Brian Hughes

Kreischer Miller

Address: 100 Witmer Road, Suite 350
Horsham, PA 19044

Website: <http://www.kmco.com>

Phone: (215) 441-4600 x.137
Fax: (215) 672-8224

Contact: C. Blythe Seese

LarsonAllen LLP

Address: 18 Sentry Park West, Suite 300
Blue Bell, PA 19422

Website: <http://www.larsonallen.com>

Phone: (215) 643-6861
Fax: (215) 643-4030

Contact: Phil Hughes

Parente Randolph

Address: One Liberty Place, 1650 Market Street
Suite 4500, Philadelphia, PA 19103

Website: <http://www.parentenet.com>

Phone: (215) 972-0701
Fax: (215) 563-4925

Contact: Jeff Ferro

PricewaterhouseCoopers LLP

Address: Two Commerce Square, Suite 1700
2001 Market Street, Philadelphia,
PA 19103

Website: <http://www.pwc.com>

Phone: (267) 330-2973, (267) 330-3000
Fax: (267) 330-3300

Contact: Anthony J. Conti, Office Managing Partner

Reinsel Kuntz Leshner

Address: 234 State Street, Harrisburg,
PA 17101

Website: <http://www.rklcpa.com>

Phone: (717) 233-5167
Fax: (717) 233-6410

Contact: George Reinoehl

Small Business Financial Services, LLC

Address: 701 Rosewood Circle Collegeville,
PA 19426

Website: <http://www.sbfs-llc.peachhost.com>

Phone: (610) 489-0419
Fax: (610) 489-4604

Wiss & Company LLP

Address: 354 Eisenhower Parkway, Livingston,
NJ 07039

Website: <http://www.wiss.com>

Phone: (973) 994-9400
Fax: (973) 992-6760

Executive search/Recruiting firms

Aerotek Scientific

Address: 1325 Morris Drive, Suite 210, Wayne, PA
19087

Website: <http://www.aerotek.com>

Phone: (610) 232-5881
Fax: (610) 232-5890

Contact: Craig Cancro, Senior Account Executive

Diversified Search Ray & Berndtson

Address: One Commerce Square, 2005 Market Street
Suite 3300, Philadelphia PA 19103

Website: <http://www.diversifiedsearch.com>

Phone: (215) 732 6666
Fax: (215) 568 8399

Contact: Cynthia P. Barth, Managing Director

Employee Transfer Corporation

Address: 1 International Plaza, Suite 100, Philadelphia,
PA 19113

Website: <http://www.etcreso.com>

Phone: 1 800-220-1337
Fax:

Contact: Jerry Schuhl, Manager, Client Services

Epsen Fuller & Associates, LLC

Address: 1776 On The Green, 67 Park Place East
Morristown, NJ 07960

Website: <http://www.epsenfuller.com>

Phone: (973) 387-4900
Fax: (973) 359-9928

Contact: Conni Bullock, Principal

Infinity Resources LLC

Address: 1200 Rt. 22 East, PMB 105
Bridgewater, NJ 08807

Website: <http://www.infinity-resources.com>

Phone: (732) 502-9518
Fax: (732) 502-9519

Contact: Harriet Maphet, President

Joule Technical Staffing

Address: 1245 Route 1 South, Edison,
NJ 08837

Website: <http://www.jouleinc.com>

Phone: (732) 548-5444
Fax: (732) 632-9795

Kaplan & Associates, Inc.

Address: 1220 Wyngate Road, Wynnewood, PA 19096

Website: <http://www.kasearch.com>

Phone: (610) 642-5644
Fax: (610) 642-5645

Contact: Margaret Solomon Kaplan

Salveson Stetson Group, Inc.

Address: 150 North Radnor Chester Road
Suite F 100, Radnor, PA 19087

Website: <http://www.ssgsearch.com>

Phone: (610) 341-9020
Fax:

Contact: John Salveson

Spencer Stuart

Address: One Commerce Square, 2005 Market Street,
Suite 2350, Philadelphia, PA 19103

Website: <http://www.spencerstuart.com/home>

Phone: (215) 814-1600
Fax: (215) 814-1681

Contact: Jennifer L. Herrmann

The Gallagher Group

Address: Blue Bell, PA 19422

Website: <http://www.gallaghersearch.com>

Phone: (610) 917-3530

Insurance companies

ACE-INA

Address: 436 Walnut Street, Philadelphia, PA 19106

Website: <http://www.aceusa.com>

Phone: (215) 640-1812

Contact: Steven Reiss, Senior Vice President

American International Group (AIG), Inc.

Address: 1700 Market Street, 19th Floor, Philadelphia,
PA 19103

Website: <http://www.aig.com>

Phone: (215) 255-6134

Contact: Allison Bean, Business Development
Manager

Bridgepoint Insurance Group

Address: 531 East Lancaster Ave, Wayne, PA 19087

Website: <http://www.chubb.com>

Phone: (610) 687-5712
Toll free: (888) 687-5712

Contact: Bill Dalton

Chubb Group Of Insurance Companies

Address: 15 Mountain View Road, Warren, NJ 07059

Website: <http://www.chubb.com>

Phone: (908) 903-2000
Fax: (908) 903-2027

Fidelity National Title Insurance Company

Address: 1500 Walnut Street, Suite 400, Philadelphia, PA 19102

Website: <https://www.fntic.com>

Phone: (215) 732-9700

Contact: Bernie Bittner, Vice President

Johnson Kendall & Johnson, Inc.

Address: 109 Pheasant Run, Newtown, PA 18940

Website: <http://www.JKJ.com>

Phone: (215) 579-6478

Contact: Brad A. Maurer

The NIA Group

Address: 18000 Horizon Way, Suite 400, Mt. Laurel, NJ 08054

Website: <http://www.niagroup.com>

Phone: (800) 811-7658

Contact:

Wachovia Insurance Services

Address: 201 King of Prussia Road, Suite 110 Radnor, PA 19087

Website: <https://www.wachoviainsurance.com>

Phone: (610) 225-2000

Contact: Dave Haney

William Gallagher Associates

Address: 116 Village Boulevard, Suite 310, Princeton, NJ 08540

Website: <http://www.wgains.com>

Phone: (609) 228-1600

Contact: Michael Andersen

Woodmansee & Company

Address: 5 Greentree Ctr, Marlton, NJ 08053-3422

Website: <http://www.woodmanseeandco.com>

Phone: (856) 983-2350

Contact: Ronald I. Woodmansee

Law Firms

Ballard Spahr Andrews & Ingersoll LLP

Address: 1735 Market Street, 51st Floor, Philadelphia, PA 19103

Website: <http://www.ballardspahr.com>

Phone: (215) 665-8500

Fax: (215) 864-8999

Contact: Robert Baron, Jr., Partner

Blank Rome LLP

Address: One Logan Square, 130 North 18th Street, Philadelphia, PA 19103

Website: <http://www.blankrome.com>

Phone: (215) 569-5500

Fax: (215) 569-5555

Contact: Fred Blume, Managing Director

Cozen & O'Connor

Address: 1900 Market Street, Philadelphia,
PA 19103

Website: <http://www.cozen.com>

Phone: (215) 665-2000
Fax: (215) 665-2013

Contact: Pam Glenn

Dechert LLP

Address: Cira Center, 2929 Arch Street, Philadelphia,
PA 19104

Website: <http://www.dechert.com>

Phone: (215) 994-4000
Fax: (215) 994-2222

Contact: Richard C. Rizzo, Managing Partner

Drinker Biddle & Reath LLP

Address: One Logan Square, 18th and Cherry Streets,
Philadelphia, PA 19103-6996

Website: <http://www.drinkerbiddle.com>

Phone: (215) 988-2700
Fax: (215) 988-2757

Contact: Jill E. Bronson

Duane Morris

Address: 30 South 17th Street, Philadelphia,
PA 19103-4196

Website: <http://www.duanemorris.com>

Phone: (215) 979-1000
Fax: (215) 979-1020

Contact: John J. Soroko

Eckert Seamans

Address: Two Liberty Place, 50 South 16th Street,
Philadelphia, PA, 19102

Website: <http://www.eckertseamans.com>

Phone: (215) 851-8400
Fax: (215) 851-8383

Contact: Albert G. Bixler, Attorney in Charge

Fox Rothschild

Address: 2000 Market St., 10th Floor
Philadelphia, PA 19103

Website: <http://www.foxrothschild.com>

Phone: (215) 299-2000
Fax: (215) 299-2150

Contact: Scott L. Vernick, Managing Partner

Hangley Aronchick Segal & Pudlin

Address: One Logan Square, 18th & Cherry Streets,
Philadelphia, PA 19103

Website: <http://www.hangley.com>

Phone: (215) 568-6200
Fax: (215) 568-0300

Contact: David B. Pudlin, Esquire

Montgomery, McCracken, Walker & Rhoads, LLP

Address: 123 South Broad Street, Avenue of the Arts
Philadelphia, PA 19109

Website: <http://www.mmwr.com>

Phone: (215) 772-1500
Fax: (215) 772-7620

Contact: Stephen A. Madva, Managing Partner

Morgan Lewis

Address: 1701 Market St., Philadelphia,
PA 19103-2921

Website: <http://www.morganlewis.com>

Phone: (215) 963-5000

Fax: (215) 963-5001

Contact: J. Gordon Cooney, Jr.

Pepper Hamilton LLP

Address: 3000 Two Logan Square, 18th and Arch
Streets, Philadelphia, PA 19103

Website: <http://www.pepperlaw.com>

Phone: (215) 981-4000

Fax: (215) 981-4750

Contact: Robert E. Heideck, Executive Partner

Reed Smith

Address: 2500 One Liberty Place, 1650 Market Street,
Philadelphia, PA 19103

Website: <http://www.reedsmith.com>

Phone: (215) 851-8100

Fax: (215) 851-1420

Contact: Claudia Springer, Managing Partner

Saul Ewing LLP

Address: Centre Square West, 1500 Market Street,
Philadelphia, PA 19102-2186

Website: <http://www.saul.com>

Phone: (215) 972-7777

Fax: (215) 972-7725

Contact: David S. Antzis, Managing Partner

Schnader Harrison Segal & Lewis LLP

Address: 1600 Market Street - Suite 3600, Philadelphia,
PA 19103

Website: <http://www.schnader.com>

Phone: (215) 751-2000

Fax: (215) 751-2205

Contact: Kathy Poehls, Esquire

Stradley Ronon

Address: 2600 One Commerce Square, Philadelphia,
PA 19103

Website: <http://www.stradley.com>

Phone: (215) 564-8000

Fax: (215) 564-8120

Contact: Jeffrey A. Lutsky, Managing Partner

Wolf Block

Address: 1650 Arch Street, 22nd Floor
Philadelphia, PA 19103

Website: <http://www.wolfblock.com>

Phone: (215) 977-2000

Fax: (215) 977-2740

Contact: Mark L. Alderman

Marketing firms

Advanstar Communications

Address: 485 Route 1 South, Building F, 1st Floor
Iselin, NJ 08830

Website: <http://web.advanstar.com>

Phone: (732) 596-0276
Fax: (732) 596-0003

Al Paul Lefton Company, Inc.

Address: 100 Independence Mall West, Philadelphia,
PA 19106

Website: <http://www.lefton.com>

Phone: (215) 923-9600

Alta Communications

Address: 230 S. Broad Street, Philadelphia, PA 19102

Website: <http://www.alta247.com>

Phone: (215) 790-7816
Fax: (215) 790-9751

Contact: Megan Connolly

Braithwaite Communications, Inc.

Address: The Wanamaker Building, 100 Penn Square
East, Philadelphia, PA 19107

Website: <http://www.braithwaitepr.com>

Phone: (215) 564-3200
Fax: (215) 564-3455

Contact: Hugh Braithwaite, Principal

Camares Communications

Address: 515 Valley Street - Suite 120, Maplewood, NJ
07040

Website: <http://www.camares.com>

Phone: (973) 539-6000
Fax:

Contact:

Cappintec, Inc

Address: 6 Arrow Road Ramsey,
NJ 07446

Website: <http://www.capintec.com>

Phone: (201) 825-9500
Fax: (201) 825-4829

Contact: Art Hall

Diccicco Battista Communications

Address: 655 Business Center Drive, Suite 100,
Horsham, PA 19044

Website: <http://www.dbcommunications.net>

Phone: (215) 957-0300
Fax: (215) 672-9373

Contact: Mike Diccicco

Harmelin Media

Address: 525 Righters Ferry Road, Bala Cynwyd,
PA 19004

Website: <http://www.harmelin.com>

Phone: (610) 668-7900 x.104
Fax: (610) 668-9257

Contact: Steve Zartarian, Associate Director

The Devon Group

Address: 1715 Highway 35 North Suite 106, Middletown, NJ 07748

Website: <http://www.devongroup.com>

Phone: (732) 706-0123

Fax: (732) 706-0199

Contact: Jeanne Achille, President

Tierney Communications

Address: 200 South Broad Street, Philadelphia, PA 19102

Website: <http://www.tierneyagency.com>

Phone: (215) 790-3092

Fax: (215) 790-4363

Contact: Molly Watson, Group Management Director

Technology firms

Acognita

Address: 40 Lloyd Ave; Suite 206, Malvern, PA 19355

Website: <http://www.Acognita.com>

Phone: (610) 662-2691

Contact: Daniel Endy

Alliance Tek

Address: 119 Tudor Ct, Malvern, PA 19355

Website: <http://www.alliancetek.com>

Phone: (484) 320-8032

Fax: (484) 846-1374

Contact: Damian Petrone, VP Business Development

CAI

Address: 901 Market Street, Suite 1200, Wilmington, DE 19801

Website: <http://www.compaid.com>

Phone: (302) 888-5561

Fax: (302) 888-5700

Contact: Frank "Skip" Pennella, Director, External Affairs

Expert Solutions Inc.

Address: 1240 West Chester Pike, Suite 216, West Chester, PA 19382

Website: <http://www.expertsolutionsinc.com>

Phone: (610) 696-1640

Fax: (610) 696-1697

Contact:

Internet Seer

Address: 381 Brinton Lake Road, Thornton, PA 19373

Website: <http://www.internetseer.com>

Phone: (610) 361-3000

Fax: (610) 361-3001

Contact:

Mobius New Media, Inc.

Address: 818 North Market Street, Suite #2R, Wilmington, DE 19801

Website: <http://www.mobiusnm.com>

Phone: (302) 475-9880

Fax: (302) 475-9894

Contact: Matt Urban, CEO

Orbius

Website: <http://www.orbius.com>

Phone: (484) 913-9000

University Intern Resources

Campus Philly

Address: 1515 Market Street, Suite 830, Philadelphia, PA 19102

Website: <http://www.campusphilly.com>

Phone: (215) 988-1707

Contact: Jonathan Grabelle Herrmann, Director

JerseyIntern

Address: Fairway Corporate Center, 4300 Haddonfield Road, Suite 200, Pennsauken, NJ 08109

Website: <http://www.jerseyintern.com>

Phone: (856) 675-1288

Contact:

The Greater Philadelphia Chamber of Commerce Summer Internships

Address: 200 S. Broad St., Suite 700, Philadelphia, PA 19102

Website: <http://www.greaterphilachamber.com>

Phone: (215) 790-3732

Contact: Tara Quay

WorkReady Philadelphia

Address: 714 Market St., Suite 304, Philadelphia, PA 19106

Website: <http://www.workreadyphila.com>

Phone: (267) 502-3800

Contact: Stephanie Gambone

Online Information Resources

VII. I need business online resources

Federal/State Financing Sources

- Delaware Economic Development Office (DEDO) - <http://dedo.delaware.gov>
- Grants Gov - <http://www.grants.gov>
- New Jersey Economic Development Authority (NJEDA) - <http://www.njeda.com>
- PA State Grants - <http://www.newpa.com>
- SBIR Gateway - <http://www.zyn.com/sbir>
- Small Business Administration Grants - <http://www.sba.gov/services/financialassistance>
- The Catalog of Federal Domestic Assistance (CFDA) - <http://12.46.245.173/cfda>

Other Resources

- Business link to the U.S. Government - <http://www.business.gov>
- Entrepreneur magazine - <http://www.entrepreneur.com>
- Ewing Marion Kauffman Foundation - <http://www.entrepreneurship.org>
- MAC Alliance, Community Calendar - <http://macalliance.basecampbusiness.com/calendar>
- Minority Business Development Agency - <http://www.mbda.gov>
- NCTI - <http://www.nationaltechcenter.org/index.php/category/commercialization>
- Own Your Venture - <http://www.ownyourventure.com>
- Pennsylvania Small Business Development Centers - <http://www.pasbdc.org>
- The INNOVA Commercialization Group - <http://www.innovawv.org/resources>

ANNEX I

Investment leaders in Greater Philadelphia

Most active venture investors in 2008

Ben Franklin Technology Partners of Southeastern PA¹

Address: Building 100 Innovation Center, 4801 S Broad St, Suite 200, the Navy Yard, Philadelphia, PA 19112

Website: <http://www.sep.benfranklin.org>

Phone: (215) 972-6700

Fax: (215) 972-5588

Key staff: RoseAnn B. Rosenthal, President and CEO
Adare McMillan, Chief Administrative Officer & Assistant Treasurer
James J. Gambino, Vice President, Technology Commercialization: Physical Sciences
Anthony P. Green, Ph.D., Vice President, Technology Commercialization: Life Sciences
Terrence H. Hicks, Vice President Investment Group & Assistant Secretary
Venis Daniels, Executive Assistant to the President and CEO

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Ben Franklin Technology Partners of Southeastern PA (BFTP/SEP) is the Philadelphia region's catalyst for Stimulating Entrepreneurial Potential. Ben Franklin invests in innovative enterprises and creates commercialization pathways that generate wealth through science and technology. Part of a statewide network in Pennsylvania, BFTP/SEP provides entrepreneurs and established businesses with the Capital, Knowledge and Networks to compete in the global marketplace.

To date, BFTP/SEP has provided more than \$130 million to grow more than 1,600 regional enterprises. BFTP/SEP is a founding partner of The Nanotechnology Institute (NTI), Mid-Atlantic Nanotechnology Alliance (MANA), The Energy Commercialization Institute, Emerald Stage2 Venture Fund and the Minority Angel Investor Network. BFTP/SEP is part of the Commonwealth of Pennsylvania's Ben Franklin Technology Partnership.

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¹ PWC Money Tree Report, available at: <https://www.pwcmoneytree.com/MTPublic/ns/index.jsp>

BioAdvance

Address: 3701 Market Street, Philadelphia, PA 19104

Website: <http://www.bioadvance.com>

Phone: (215) 966-6214

Fax: (215) 966-6215

Key staff: Barbara S. Schilberg, Managing Director and Chief Executive Officer
Hal Broderson, M.D., Investment Consultant
Christopher Damm, M.D., Venture Partner
Robert P. Driscoll, Director of Finance
Jeff D. Edelson, M.D., FRCPC, MHSc, Extramural Entrepreneur/Scientific Liaison
Shahram Hejazi, PhD, Executive-in-Residence
Marie Lindner, M.D., Entrepreneur-in-Residence and Venture Partner
Marnie McCoy, Program Manager
Ellen Semple, M.B.A., Director, Marketing and Communications
Jennifer D. Smith, Project Manager

BioAdvance was established in 2002 to grow the life sciences industry in Southeastern Pennsylvania.

Today, BioAdvance provides funding to startup life sciences companies in Southeastern Pennsylvania through its \$20 million Greenhouse Fund. The company invests in therapeutics, devices, diagnostics and platform technologies focused on human health.

Since its inception, BioAdvance has become one of the nation's leading investors providing pre-seed and seed-stage funding. To date the company has committed more than \$15.5 million to 25 seed-stage companies and 15 pre-seed companies. BioAdvance portfolio companies are working to develop products to treat health problems including Alzheimer's disease, cancer, obesity, GI disorders, neurological and respiratory illnesses. BioAdvance was established with \$33 million from the Commonwealth of Pennsylvania's share of tobacco settlement monies.

Domain Associates²

Address: One Palmer Square, Suite 515, Princeton, NJ 08542

Website: <http://www.domainvc.com>

Phone: (609) 683-5656

Fax: (609) 683-9789

Key staff: James C. Blair, Partner
Brian H. Dovey, Partner
Brian K. Halak, Partner
Dennis G. Podlesak, Partner
Kathleen K. Schoemaker, Partner and CFO
Jesse I. Treu, Partner
Nicole Vitullo, Partner
Eckard Weber, Partner

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Domain was founded in 1985 to invest exclusively in emerging life sciences companies. Over the last 23 years the company was involved in the formation of more than 200 companies. Today, Domain invests primarily in young life science focused businesses with outstanding growth potential. The company prefers to be a part of the first institutional financing round of the company. It looks for companies with outstanding technology addressing unmet needs in very large markets led by stellar management. Once invested, Domain takes an active role in guiding the growth of the company, taking a seat on the Board of Directors in the vast majority of cases.

While the majority of Domain's investments are in private companies, the company also invests in certain public companies that represent opportunities for venture capital-like returns. These public companies are most often characterized by a need to define and implement a new corporate strategy - precisely what Domain's investment professionals have years of experience doing in the private company setting. In most instances, Domain will retain a seat on the Board of Directors and be actively involved in the definition and implementation of the public company's new strategy.

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² PWC Money Tree Report, available at: <https://www.pwcmoneytree.com/MTPublic/ns/index.jsp>

First Round Capital³

Address: 100 Four Falls Corporate Center Suite 104, West Conshohocken, PA 19428

Website: <http://www.firstround.com>

Contact: info@firstround.com

Key staff: Josh Kopelman, Founder and Managing Partner
Chris Fralic, Partner
Rob Hayes, Partner
Howard Morgan, Partner

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First Round Capital is an early stage venture capital firm. It looks to partner with entrepreneurs to build innovative technology companies. The firm provides seed-stage investments, often a company's first outside capital. The firm's management looks to take an active role in most of the companies they invest in.

The firm operates as an entrepreneurial shop: no investment committees and no months of negotiations. The decisions are made quickly, usually, within days.

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³ PWC Money Tree Report, available at: <https://www.pwcmoneytree.com/MTPublic/ns/index.jsp>

New Jersey Economic Development Authority

Address: 36 West State Street, Trenton, NJ 08608

Website: <http://www.njeda.com>

Phone: (866) 534-7789

Key staff: Caren Franzini, Chief Executive Officer
Maureen Hassett, Senior Vice President, Governance and Public Information
Timothy J. Lizura, Senior Vice President, Business Development
Cynthia Osofsky, Senior Vice President, Customer Solutions
Kathleen E. Stucy, Senior Vice President, Operations

The New Jersey Economic Development Authority (EDA) plays a key role in improving New Jersey's economic well-being. In conjunction with the state's Office of Economic Growth, the EDA supports Governor Corzine's comprehensive Economic Growth Strategy by retaining and growing businesses through financial assistance, by renewing communities, and by promoting the state's strategic advantages to attract domestic and international businesses. The EDA offers a broad spectrum of financial tools, real estate development resources, and access to small business services.

In conjunction with the New Jersey Commission on Science and Technology and the state, the EDA offers a collection of financing programs designed for technology and life sciences companies called the Edison Innovation Fund. Since inception of the Edison Innovation Fund in October 2006, over \$343 million has been invested in over 540 companies. Consistent with the goals of the Edison Innovation Fund, the EDA has invested in several venture funds to support life sciences and technology companies in New Jersey. These funds include the Edison Venture Fund, NJTC Venture Fund, NewSpring Health Capital, NextStage Capital, OmniCapital Group, and Quaker BioVentures.

Quaker BioVentures

Address: Cira Centre 2929 Arch Street Philadelphia, PA 19104

Website: <http://www.quakerbio.com>

Phone: (215) 988-6800

Fax: (215) 988-6801

Key staff: Brenda Gavin, Partner
Richard Kollender, Partner
Ira Lubert, Partner
Sherrill Neff, Partner
Adele Oliva, Partner
Matt Rieke, Partner
Geeta Vemuri, Partner
David King, Venture Partner
Eric Emrich, Chief Financial Officer
Larry Hollin, Principal, Investor Relations
George Harris, Controller

Quaker BioVentures is a venture capital firm investing in life science companies. The firm leads investments across the spectrum of the life science industry, including biopharmaceuticals, medical devices, human diagnostics, specialty pharmaceuticals, and healthcare services. Quaker BioVentures invests in companies at all stages of development, from early stage start-ups to public companies. Founded in 2003, the firm is currently investing Quaker BioVentures II, a \$420 million fund formed in 2007. Quaker BioVentures manages over \$700 million in committed capital

Quaker BioVentures considers investment opportunities across the life science industry. The firm is particularly interested in companies developing human therapeutic products as well as companies pursuing platform technologies for the biopharmaceutical industry.

ANNEX II

Entrepreneurs' Success Stories

Life Sciences Company

Protez Pharmaceuticals

Address: 30 Spring Mill Drive Malvern, PA 19355

Website: <http://protez.com>

Phone: (610) 695-0200

Fax: (610) 695-0957

Contact: Christopher Cashman, President and Chief Executive Officer

Key staff: Christopher Cashman, President and Chief Executive Officer
Klaus Esser, Ph.D., Co-founder and Chief Business Officer
Luigi Xerri, Ph.D., Co-founder and Chief Scientific Officer
Christopher Burns, Ph.D., Vice President of Research
Clarence Young, M.D., Chief Medical Officer
David Sinkway, Director of Finance and Administration

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Protez Pharmaceuticals, Philadelphia-based pharmaceutical company, with corporate headquarters and laboratories in Malvern Pennsylvania, is a privately held company founded in 2003 with the mission to discover, develop and commercialize novel antibiotics for the hospital market.

The company has initiated operations in 2003, with seed funding from BTG, and with the acquisition of three antibiotic programs and IP from Influx Inc., Chicago. Since 2005, the company has raised funding of \$23 million in venture capital from Ben Franklin Technology Partners of Southeastern Pennsylvania, Robin Hood Ventures, Mid-Atlantic Angel Group Fund (MAG), BioAdvance, Quaker BioVentures, S.R. One Ltd and others. In addition, it has secured \$3.3 million in NIH grants.

The Company is leveraging its portfolio and world class expertise in antiinfective discovery and development to advance internal programs, to in-license an additional advanced stage asset, and to drive strategic discovery alliances.

In June, 2008 the company was acquired by Novartis AG. At that time the deal was valued for up to \$400 million. Protez Pharmaceuticals became a standalone subsidiary of Novartis, maintaining its operations in Malvern, Pennsylvania.

In addition to the company's success with antibiotics and merger with Novartis, it has expanded from 5 to 25 jobs since BFTP/SEP first invested.

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Life Sciences Company

BioRexis Pharmaceutical Corporation (acquired by Pfizer)

Address: 3400 Horizon Drive, King Of Prussia, PA 19406

Website: <http://protez.com>

Phone: (610) 313-4000

Fax: (610) 313-4039

Contact: info@biorexis.com

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BioRexis Pharmaceutical Corporation is a privately-held biopharmaceutical company with a number of diabetes candidates and a novel technology platform for developing new protein drug candidates.

In February 2007, the company was acquired by Pfizer Inc.

BioRexis develops long-acting GLP-1 receptor agonists for the potential treatment of patients with type 2 diabetes. Early studies with these compounds support their potential to advance new treatment options for this disease.

The company has already developed proprietary protein engineering technologies based upon human transferring that provide novel therapeutic agents with substantially longer duration of action than synthetic peptides. In addition to reducing dosing frequency, these technologies have the potential to substantially improve patient tolerability as compared to other evolving protein therapeutic technologies

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Life Sciences Company

Melior Discovery, Inc.

Address: 860 Springdale Drive, Exton, PA 19341

Website: <http://www.meliordiscovery.com>

Phone: (610) 280-0633

Contact: areaume@meliordiscovery.com

Key staff: Andrew G. Reaume, PhD, MBA, President and CEO, Co-Founder

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Melior Discovery's dual business model includes a revenue- generating services unit and a proprietary therapeutic business unit. For both areas, Melior draws on its theraTRACE® indications discovery screening platform to find new therapeutic uses for compounds that have been safety tested in humans. Melior uses theraTRACE® to systematically evaluate compounds in 52 *in vivo* disease models. In its services business unit, which is moving toward profitability, Melior has attracted global pharmaceutical partner companies such as Pfizer, Johnson & Johnson, Astra Zeneca, Merck and Co. and Cephalon.

For its proprietary therapeutic business unit (which Melior successfully spun off to shareholders in 2008), Melior has developed a pipeline including a lead candidate, MLR-1023, successfully repositioned for type II diabetes; MLR-1045 a clinical candidate for irritable bowel syndrome; and MLR-1130 and MLR-1326 being developed for atopic dermatitis and diabetes indications respectively.

Since receiving \$500,000 in seed funding from BioAdvance, Melior has attracted an additional \$4.4 million in venture funding. Melior used the BioAdvance funding to establish its research facility in Exton PA, hire personnel, and complete the build-out and initiate operation of the company's theraTRACE screening platform. To date, Melior has hired 22 employees and has services revenues of over \$12M. In 2008, Melior expanded its Exton research facility (from 8,000 s.f. t to 16,000 s.f.), and the company plans to double its services business team within the next 6 months.

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Biotechnology Company

BioNanomatrix

Address: 3701 Market Street, 4th Floor, Philadelphia, PA 19104

Website: <http://www.bionanomatrix.com>

Phone: (267) 499-2014

Fax: (267) 499-2015

Contact: Michael Boyce-Jacino, Ph.D., President and CEO

Key staff: Michael Boyce-Jacino, Ph.D., President and CEO
Han Cao, Ph.D., Founder and CSO
Michael Kochersperger, Vice President, Engineering
Lorraine LoPresti, C.P.A., Vice President and CFO
Gary Zweiger, Ph.D., Vice President, Business Development

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BioNanomatrix is developing pioneering nanoscale imaging and analytic platforms designed to dramatically reduce the time and cost needed to analyze the genome. Founded in 2003 with technology exclusively licensed from Princeton University, BioNanomatrix is headquartered in Philadelphia, Pennsylvania.

BioNanomatrix is applying its patented nanoscale technology to develop a unique platform that can rapidly and cost effectively analyze individual long strands of DNA in sequence and in a massively parallel format. The BioNanomatrix technology delivers comprehensive analyses of DNA and other genome-related peptides and proteins with single-molecule and single-cell sensitivity, while avoiding the fragmentation and complex data re-assembly required by other approaches.

BioNanomatrix's development programs are partly supported by grants from the National Institutes of Health and an \$8.8 million government award to jointly develop a platform capable of sequencing the entire human genome at a cost of just \$100. The company is also collaborating with commercialization partners for nearer-term applications.

Major investors: Ben Franklin Technology Partners, Battelle Ventures, KT Venture Group, 21Ventures

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Technology Company

Beyond.com

Address: 1060 First Avenue, Suite 100 King of Prussia, PA 19406

Website: <http://www.beyond.com>

Phone: (610) 878-2800

Fax: (610) 878-2801

Contact: Rich Milgram, Founder and Chief Executive Officer

Key staff: Rich Milgram, Founder and Chief Executive Officer
James John, Chief Operating Officer
Marla R. Milgram, Executive Vice President, GC and Corporate Secretary
Mark Karsch, Vice President of Finance
David M. Brensilber, Senior Vice President, Business Development
Steven L. Kraut, Vice President, Business Development
Alex Murphy, Vice President, Traffic
Michael J. Owsiany, Vice President, Strategy and Execution
Denise A. Palovick Vice President, Marketing and Communications

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Beyond.com, Inc. is the world's largest network of niche career communities, powering thousands of geographic and industry-specific sites. The company is dedicated to helping business professionals, corporations and vertical communities connect with each other by providing relevant career search services, networking tools and portal software solutions.

The Beyond.com Network attracts a niche audience of job seekers, professionals and corporations and delivers quality, targeted results through a multitude of online media and advertising models, including: recruitment advertising, email marketing, banner advertising and other lead generation vehicles.

Beyond.com, Inc. has been recognized for its achievements in delivering innovative technology, accomplishing healthy corporate growth and employing a forward-thinking approach to its business within the Human Resources and Technology Sectors.

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Start-up Company

Biopticon Corporation

Address: 200 Federal Street, Suite 223, Camden, NJ 08103

Website: <http://www.biopticon.com>

Phone: (609) 275-0321

E-mail: info@biopticon.com

Contact: Cem Girit, President

Key staff: Cem Girit, President
Todd Wallach, CEO
Jim Patterson, VP Sales & Marketing

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Biopticon Corporation is a developer, manufacturer, and marketer of next-generation measurement and data management systems for preclinical animal studies. Biopticon’s proprietary solutions give researchers performing oncology and arthritis preclinical animal studies, the ability to accelerate the drug development process by improving the performance, throughput, cost effectiveness, and flexibility of their preclinical animal studies. A comprehensive line of products and services is offered that provides users with data that is critical to the determination of accurate results in pre-clinical testing. Customers include pharmaceutical companies, academic institutions, clinical research organizations, and biotechnology companies.

Biopticon is located in the New Jersey Economic Development Authority's (EDA) Waterfront Technology Center at Camden. The company received a \$200,000 investment from the EDA's Edison Innovation Commercialization Fund, and a \$250,000 investment from the Mid-Atlantic Angel Group.

Biopticon plans to create 11 new jobs with the assistance it has received.

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Start-up Company

MODA Technology Partners

Address: 1255 Drummers Lane, Suite 202, Wayne, PA 19087

Website: <http://www.modatp.com>

Phone: (484) 253-1000, (866) 421-6632

Fax: (484) 253-4054

Contact: Michael W. Desiderio, Chief Executive Officer

Key staff: Michael W. Desiderio, Chief Executive Officer
Steven P. Melick, President
Michael S. Goetter, Vice President of Product Strategy
Edward J. Lorenti, Vice President of Sales
Robert B. Toal, Vice President of Marketing and Business Development
Anthony B. Mocklow, Director of European Sales

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MODA Technology Partners (MODA), headquartered in suburban Philadelphia, is a privately-held software company focused on the growing need for effective automation and efficient regulatory compliance within the biopharmaceutical, consumer products, food processing, and petrochemical industries.

The company's expertise in the field of applied technology in a regulated setting provides a solid foundation for the introduction of innovative, cost effective and low risk solutions in business areas in need of significant technological advancement. All of its solutions help improve customers' operating performance, ensure overall product quality and minimize the risk of regulatory non-compliance.

The company's products leverage mobile computing technology to eliminate the inefficiencies, error rates and compliance risks inherent with paper-based data collection systems.

Major investors: Ben Franklin Technology Partners, Osage Ventures.

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Start-up Company

TicketLeap.com

Website: <http://www.ticketleap.com>

Phone: (877) TIX-LEAP

Contact: Chris Stanchak, Founder and CEO

Key staff: Chris Stanchak, Founder and CEO
Mike Vaughan, Vice President, Business Development
Iqram Magdon-Ismail, Vice President, Technology
Chris Pienkowski, Vice President, Operations
Meg Havern, Corporate Manager
Connie Stanchak, Director, Client Services

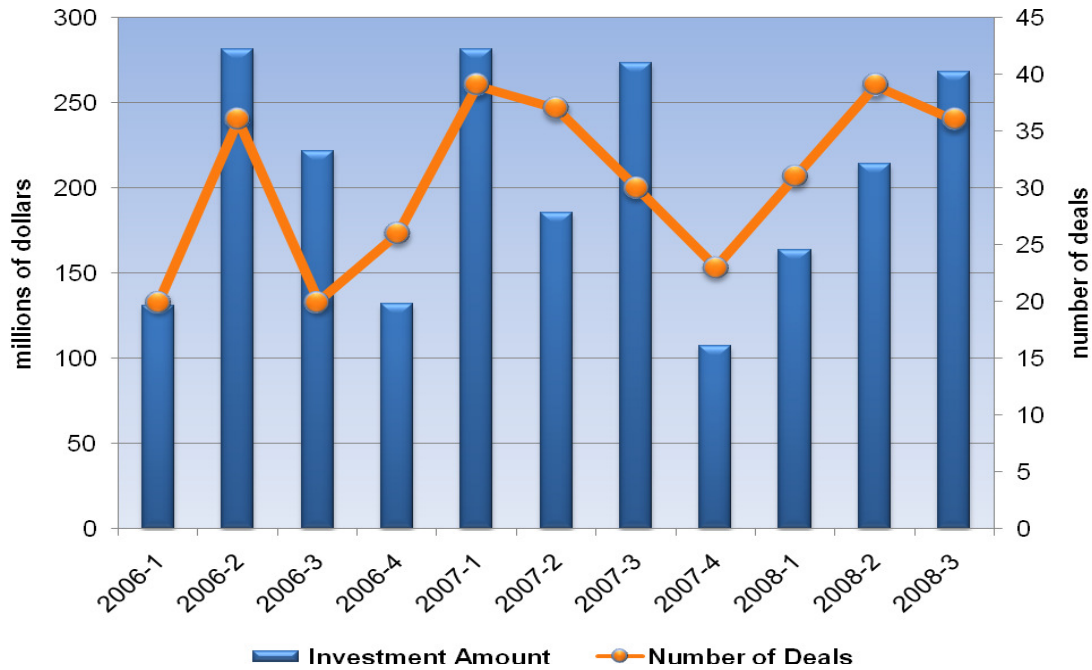
TicketLeap.com is a Philadelphia-based online ticket exchange company. The company is an online event ticketing solution designed for small to medium sized events and organizers. TicketLeap requires no special hardware, software, or contracts, and is free and simple to setup online. Over 2,500 clients from Florida to Alaska are already using TicketLeap to sell tickets online for their events. Consumers use any major debit or credit card to purchase event tickets in a secure environment, and receive their personalized ticket via email.

TicketLeap was founded in 2003, when Christopher Stanchak, company's founder & CEO, spotted an opportunity in ticketing solutions for smaller events and grassroots activities. He built the original TicketLeap application and business from the ground-up, part-time, with the assistance of family, friends, and the Venture Initiation Program at The Wharton School of the University of Pennsylvania, where he was a student. By 2007, the concept was proven, the business was cash-flow positive, and an angel investment allowed him to focus on expansion full-time.

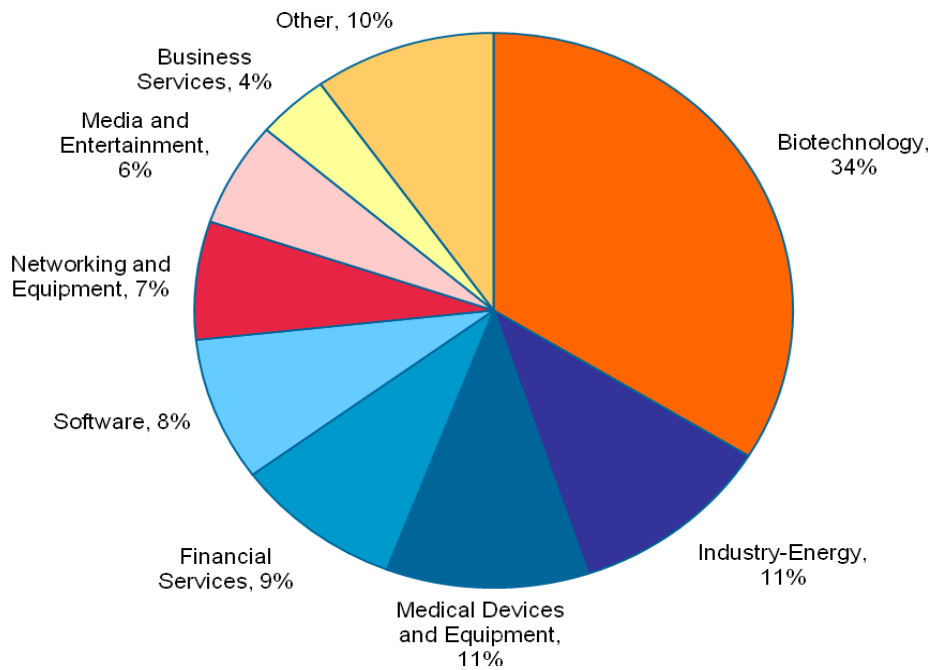
In 2008 the company has raised \$2 million in early stage venture capital funding. The investment group was led by MentorTech Ventures and Ben Franklin Technology Partners of Southeastern Pennsylvania.

ANNEX III

Investments in Greater Philadelphia Region, 2006-2008 (Source: PWC Money Tree Report)



Shares of VC Investments in Greater Philadelphia Region, 2007-2008



Source: PWC Money Tree Report