Paul J. Holloway

Paul J. Holloway is an accomplished and energetic business leader and a highly successful entrepreneur. A graduate of Temple University, he began his career in the automotive industry as a district manager of Buick Motor Division. In 1967, he invested all of his assets in a Buick-Pontiac dealership in Exeter, N.H., that had sold only 90 new and used cars the previous year, and renamed it Dreher-Holloway.

As he built the business into one of the largest dealerships in New Hampshire, Holloway always stressed customer service and client satisfaction. He has won numerous industry awards, including Time magazine “Quality Dealer of the Year.”

Holloway generously shares his knowledge and experience. As president of the 19,500-member National Automobile Dealers Association from 1998 to 1999, he worked to rebuild the trust between dealers and car manufacturers and took the lead on legislative matters for the organization, maintaining ties with key legislators in Washington.

In addition to his automotive enterprises, Mr. Holloway was a partner in the Clipper Nursing and Retirement Homes until he sold the business in 1997.

Holloway has a strong commitment to public service. He has served as a chair of the University System of New Hampshire (USNH) Board of Trustees and spearheaded fundraising programs at Temple University, Governor Dummer Academy, and the New Hampshire Charitable Foundation, and has been recognized for his work on behalf of education in the state. He has received the Robert Frost Contemporary American Award, the University of New Hampshire Alumni Association Profile of Service Award, the USNH Chancellor’s Award, and an honorary doctorate from the University of New Hampshire. Recent honors include the naming of Holloway Commons dining hall in recognition of his service to the University System, and the Laurence F. Whittemore Distinguished Service Medal, the highest award given by the Whittemore School in recognition of significant contributions to the school’s programs. He was also selected as one of New Hampshire’s ten most powerful people by Business NH Magazine.

Holloway currently serves as chair of the NH Community College System and was recently awarded the David C. Knapp Award for Trusteeship by the New England Board of Higher Education.
University-wide
Innovation-to-Market Competition

Championship Round

Wednesday, May 13, 2009

Holloway Commons
University of New Hampshire

1–6:00 p.m.
PAUL J. HOLLOWAY PRIZE
University-wide Innovation-to-Market Competition

CHAMPIONSHIP ROUND

WELCOME
1:00 P.M.
SQUAMSCOTT ROOM
Daniel E. Innis, Dean, The Whittemore School of Business and Economics

RECOGNITION OF THE JUDGES AND FACULTY ADVISERS
Michael J. Merenda, Chair,
Management Department, and Professor of Strategic Management,
The Whittemore School of Business and Economics

STUDENT PRESENTATIONS
1:05 P.M.  Aeolian Spring
1:30 P.M.  Adaptive Audio
2:00 P.M.  Vosont
2:30 P.M.  Break
3:00 P.M.  ComposiMold
3:30 P.M.  Wireless Sensor Smart Cutting Tool
4:00 P.M.  Fourmedible

RECEPTION
4:30 P.M.
COCHECO AND PISCATAQUA ROOMS

PRESENTATION OF THE AWARDS
5:30 P.M.
Mark W. Huddleston, President, University of New Hampshire
Paul Holloway
Dean Innis
Professor Merenda

CLOSING REMARKS
Professor Merenda
Adaptive Audio
This new form of audio compression provides an inexpensive alternative to currently available digital audio formats. It is particularly innovative through its use of neural network techniques. The advantages to this new format are greatly enhanced sound quality and smaller file size.
Matthew Minuti ’09, CEPS
Tyler Rideout ’09, CEPS
Jason Lewis ’09, CEPS
Faculty Advisor: Professor Kent Chamberlin

Aeolian Spring
Aeolian Spring is a water purification system that treats brackish ground water in a cost-effective manner. The system uses mechanical energy from natural resources such as the sun and wind to power a filtration device that continuously collects groundwater and naturally purifies it for agricultural and household uses.
Brianna Mills ’09, WSBE
Katie Leonard ’09, WSBE
Tor Harris ’09, CEPS
Faculty Advisor: Professor Jeff Sohl

Allertest
Allertest is a handheld disposable tester that provides the means to verify that food is free of allergens. Allertest helps to mitigate risk of emergency room visits and deaths associated with consuming food allergens for the 12 million American who suffer from food allergies.
Scott Cannon, MBA
Faculty Advisor: Professor Jun Li
Another Way
This company offers an alternative or a supplement to traditional wake and funeral services. Another Way provides a transition for the family from grieving to the celebration of the individual's life, with all of the wonderful idiosyncratic components that make each human life unique and irreplaceable.

Anthony Matrumalo '09, WSBE
Faculty Advisor: Howard F. Allen, Lecturer

Bear Hug
2009 Charles and Miriam Nelson Best Poster Award Winner
The Bear Hug is the only jacket that addresses the differential heat produced during strenuous activity such as hiking. Hiking produces heat in a non-homogeneous distribution pattern throughout the upper-body. The Bear Hug's unique design exhausts excessive heat produced in the torso, while retaining the minimal heat generated in the arms.

Tyler King '10, CEPS
Faculty Advisor: Professor J. Matt Davis

ComposiMold
ComposiMold is a unique, innovative new product designed to enhance the mold making experience for a variety of end users from at-home craftsmers to artists and artisans. The reusable mold-making material derived from melting a safe, natural polymer is the easiest, most flexible molding system available: melt, pour and use.

Jason Norton '09, WSBE
Michelle Pirro '09, WSBE
Coleman Connolly '09, WSBE
Faculty Advisor: Howard F. Allen, Lecturer

Conterrene
Conterrene's GLOB™ is a software product which blocks access to GPS signals. GLOB™ provides a user-friendly interface to allow quick access to applications and blocks advertisements and malware. The application will be helpful to protect the user's privacy and location.

Apurva More, Part-time MBA
Deborah Mugherini, Part-time MBA
Faculty Advisor: William Burke, Lecturer

Fourmedible
Every year millions of cats are diagnosed with Chronic Renal Failure, a potentially fatal kidney disease. The most commonly used technique for managing the disease is dietary phosphate restriction, but current methods of delivery are cumbersome and ineffective. Team Fourmedible proposes a phosphate binder in pill form to replace the inferior methods offered today.

Tina Dussault, EMBA
Faculty Advisor: Professor Juan Florin
LivePOS
LivePOS collects and sells retail point of sale data to footwear and apparel brand managers. This data enables companies to understand how their product sells at independent retail stores and allows them to minimize costs and compete efficiently. LivePOS collects data using an innovative, low cost, and proprietary point-of-sale platform.

Ben Damon, EMBA
Faculty Advisor: Professor Juan Florin

SANNA Transcription Service
In the world of documentary, reality television, and other non-scripted programming, one of the most important and expensive parts of the process is video transcription. It is through the transcription process that hundreds of hours of video are entered into a searchable database. This product will dramatically decrease costs by leveraging existing technology to a new application.

Brian Findlay, MBA
Muazzam Ali, MBA
Kathleen Schmidt, MBA
Ryan O’Rourke, MBA
Faculty Advisors: Professor Richard Saavedra and Bill Burke, Lecturer

Smithway Green
Solar Thermophotovoltaics technology provides energy in a manner similar to solar panels, but more cost-effectively. Using this technology, businesses as well as homeowners can begin a more sustainable regimen of energy consumption while cutting costs by 40 percent.

Richard Smith ’09, WSBE
Ashley Kelloway ’09, WSBE
Faculty Advisor: Bill Hassey, Lecturer

Software Skydiving Simulator
Fifty percent of fatalities in recreational skydiving are due to human error. These lives can be saved given better educational tools. Software Skydiving Simulator (SdS) is a training and educational tool that runs on PCs without any additional hardware. The simulator can be used by individuals at all experience levels, from the person about to make their first jump to the skilled jumper who wants to experiment with more intricate and expensive jumps.

Alexander Shyrokov, CEPS-Grad
Faculty Advisor: Peter Masucci, Lecturer
UNHCEMS®
UNHCEMS® is a unique combination of products and services that help institutions better manage the costs and risks associated with their chemical inventories. UNHCEMS® offers a web-based customized chemical management inventory application along with training.

Matthew Kramer, MBA
Forest Fyrberg, MBA
Lori Ann Taylor ’09, WSBE
Faculty Advisor: Professor Peter Lane

Vosont
Vosont maintains an online database of copyright-protected music and contracts with universities to help them comply with the U.S. Higher Education Opportunity Act, which mandates that they provide an alternative to illegal downloads. Students at subscribing universities will have unlimited access to our database through a feature-rich online player.

Jay Agarwal ’09, CEPS
Faculty Advisor: Tom Towle, Lecturer

Wireless Sensor Integrated Metal Cutting Tool Holder
2009 Charles and Miriam Nelson Best Poster Award Winner

Smart tools are a unique combination of metal cutting tools and wireless sensors that enables real time monitoring during machining operations. The data from these tools enables customers to solve complex machining problems - manufacturing parts more quickly and safely with greater control.

Christopher Suprock, CEPS (PhD program)
Faculty Advisors: Professor Robert Jerard and Professor Barry Fussell
Paul J. Holloway Prize
University-wide Innovation-to-Market Competition
Championship Round
Judges

Joseph Faro ’91, President and Founder,
Joseph’s Gourmet Pasta & Sauces
Joseph Faro, president and founder of Joseph’s Gourmet Pasta & Sauces, is a graduate of UNH’s Whittemore School of Business and Economics where he majored in finance and business administration. Faro launched Joseph’s Gourmet Pasta & Sauces in 1991, after developing its business plan that same year for the Paul J. Holloway Prize competition. Starting his business at the age of 21, Faro has done everything from formulating product lines, selling major restaurant chains and distributors, and engineering the automation of the entire facility to managing several construction projects and equipment installation. Today the Haverhill, Mass. company, which sells gourmet pasta and sauces to restaurants, hotels, country clubs, wholesale clubs and supermarkets across the country, operates as a division of Nestle and employs nearly 200 people. Faro earned the Whittemore School’s 2009 Entrepreneur of the Year Award.

Paul J. McKeon, Jr., President, BID2WIN
Paul McKeon owned a New England-based construction company and worked in the estimating departments of two prominent Massachusetts construction firms before starting BID2WIN Software Inc. Under his leadership, BID2WIN Software has grown four-fold with no significant debt or funding. As the company visionary, McKeon is intimately involved in all aspects of the business on a daily basis, although his primary focus is in the marketing and sales end of the company. In addition to working with the Marketing Department on general strategy, he serves as a mentor to the sales team, where he promotes a disciplined solution-based selling model. Following his graduation from St. John’s Preparatory School in Danvers, Mass., McKeon attended the University of New Hampshire. As an active member of the community, McKeon is a major contributor to dozens of philanthropic organizations, including Cross Roads House, the largest emergency and transitional shelter in New Hampshire. McKeon has donated his time as a member of the Cross Roads House Board of Directors for the past five years, currently serving as Vice President.
Craig Rydin ’71, Chairman and Chief Executive Officer,
Yankee Candle Company
Craig Rydin is Chairman and Chief Executive Officer of the Yankee Candle Co., Inc., a designer and manufacturer of scented candles, based in Whately, Mass. Rydin served as president of the Away From Home food services and Godiva Chocolatier divisions of Campbell Soup Co. where he had worked since 1978. Prior to his time at Godiva, Rydin held a number of senior management positions at Pepperidge Farm Inc., including vice president. Rydin currently sits on the Boards of Priceline and Phillips-Van Heusen. Rydin holds a BA in political science from the University of New Hampshire and an MBA from Sacred Heart University.

Alison Stebbins ’09P*, Regional General Manager, Fidelity Investments
Alison Stebbins is Regional General Manager of Fidelity Investments in Merrimack, NH, Fidelity's largest regional center. Prior to joining Fidelity Investments, Stebbins worked at financial institutions, including Deloitte & Touche, Ernst & Young, and her own accounting firm, Stebbins CPA. Stebbins was chosen as the 2008 NH Business Leader and as one of the state's most powerful business people by Business New Hampshire Magazine. In 2008, she was honored with the City Year New Hampshire Lifetime of Service Award. Stebbins has served on the board of directors of both the Heritage United Way and the Greater Manchester YMCA. She is currently serving on the boards of the Business and Industry Association of NH and the Greater Manchester Chamber of Commerce. Stebbins holds a bachelor's in anthropology from Mount Holyoke College, a master's in accounting from Northeastern University, and a master's in taxation from Bentley College.

Thomas Steele ’05P*, ’08P*, Chairman of the Board, A.D. Makepeace
Thomas Steele has more than 35 years of experience in managing a geographically diverse portfolio of real estate products and services. His expertise is primarily in the areas of real estate company governance, management, and financial structure. He has had extensive public company experience. Steele currently heads Development Concepts and Strategies, Inc., a real estate investment and consulting firm. He was previously a General Partner of Boston Financial and President of the Real Estate Services Group. Steele was a founder of MIT’s graduate program in Real Estate Development (CRE), where he became an instructor and ultimately served as Chairman for several years. He was previously an executive with Perini Corporation, a publicly owned construction and real estate firm, where he held several positions including CFO, and Chairman and CEO of Perini Land and Development, and President and CEO of Perini Investment Properties. He is a graduate of Harvard College and Harvard Business School.

* Parent of UNH graduate
Mary Anne Waikart ’75G, Assistant Dean, Georgetown University, McDonough School of Business

Mary Anne Waikart is Assistant Dean for Executive Master’s Degree Programs at the McDonough School of Business at Georgetown University. Prior to joining Georgetown, she was the founding director of the St. Albans School of Public Service, a summer program for rising high school seniors from around the U.S. and the world who share a passion for public service; Vice-President of the Morino Institute in Reston, Virginia, an organization focused on internet entrepreneurship, Washington area regional development, and venture philanthropy; and president of a start-up company focused on the commercialization of government data, Civitas, Inc. Waikart’s experience in graduate management education includes senior administrative positions at the University of New Hampshire’s Whittemore School of Business and Economics, the University of Maryland’s business school, the Center for Global Research at George Washington University, London Business School, UK. She also served as Chairman of the Board of Trustees of the Graduate Management Admission Council, the group of business schools who own and operate the GMAT. She serves on the advisory board of SmarThinking, Inc. and the board of the IWFF – Iraqi Women’s Fellowship Foundation. Waikart is a member of Woman Angels Network, the most successful female angel investor group in the U.S. She holds a BA in History from Trinity College and an MBA degree from the University of New Hampshire. She was also a student at Oxford University’s St. Anne’s College.
Paul J. Holloway Prize
University-wide Innovation-to-Market Competition

Judges

University Research Conference
Charles and Miriam Nelson Poster Competition
April 22, 2009
Bobby Baker, Executive Vice President, Daddy’s Junky Music Stores
Fred Bramante, Founder, Daddy’s Junky Music Stores
Mary Caulfield ’89, Founder, Adelie School of Protocol
Nancy Jackson, Retired Senior Marketing Executive
Marie McKay, Managing Principal, Bigelow & Company

Bud Albin Challenge Round
April 29, 2009
Alex Bakman, Founder, Ecora
Giuseppe Bellavita ’89, Attorney, Pierce Atwood LLP
Todd Black ’87, President, Usource
Jude Blake ’77, USNH Trustee and Former EVP & CMO, Cablecom GmbH
Erik Dodier ’92, Co-founder, PixelMEDIA
Jayne Feeney ’97G, Healthcare Consultant, JB Feeney & Associates
Scott Knightly ’86, Owner/President, EnviroVantage
Andrea Kokolis ’73, ’77G, Consultant
Michael Marsh, Entrepreneur
George McQuilken, Director, IAM Technologies, Inc.
Shiva Nanda ’87G, Owner, President & COO, Newport Computer Services, Inc.
Charles W. Nelson ’66, CEO & Co-founder, Nelco Products, Inc.
Miriam R. Nelson ’68, Vice President & Co-founder, Nelco Products, Inc.
Alison Bibbins Ward ’87, Sr. Vice President & Sr. Sales Officer, BNY Mellon
Roger Worboys ’71G, E-coast Angel
★

Paul J. Holloway Prize
University-wide Innovation-to-Market Competition

Sponsors

Paul and Anna Grace Holloway
Paul J. Holloway Prize Fund
Albin Entrepreneurship Fund
Nelson Fund for Business Innovation
New Hampshire Small Business Development Center
Pierce Atwood, LLC
PixelMEDIA

Faculty Coordinators

University research conference
Charles and Miriam Nelson Poster Competition

Dr. Bill Naumes
Dr. Peggy Naumes

Bud Albin Challenge Round

Dr. Vanessa Druskat
Dr. Paul Harvey
Dr. Bill Naumes

Paul J. Holloway Prize Challenge Round

Dr. Peter Lane
<table>
<thead>
<tr>
<th>Year</th>
<th>Names</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>Anna Boisvert, Gregory Richardson, Sebastian Titz</td>
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<tr>
<td>2007</td>
<td>George Melchior, Ferenc Gyurcsan, Charles O'Donnell, Mark Johnson, Christopher Matrumalo, Lacey Knight</td>
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<td>2006</td>
<td>Joseph Iannone, Dennis Wells, Gabrielle Di Perri, Andrew Demeusy, Lindsey Jambard, Christopher Langsten, Joseph Mardo, Jill Harkness, Peter Houde, Jacquelyn Parks</td>
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<td>2005</td>
<td>Gregg Cerveny, Christopher Cooper, Sharon Morrison, Jessica Dicker, Joshua Vogel, Scott Mullin</td>
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<td>2004</td>
<td>Jason Bourn, John Leary, Glenn Margosian, Christina Downs, William Hurd, Christa Tsoukalas</td>
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<td>2003</td>
<td>Jim Losee, Michael Carmichael, Denise Laferte, Edward Rowe, Louis Levine, Justin Gamester, Jessica de Pontbriand</td>
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<td>2002</td>
<td>Andrew Molloy, Matthew Scruton, Jeff McDonald, Andrea Tully</td>
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<td>2001</td>
<td>Laura Bahr, Peng Li, Zihong Xu, Brian Fuller, Heather Townsend</td>
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<td>2000</td>
<td>Bruce Sommer, Kristie LaPierre</td>
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<td>1999</td>
<td>Jesse O'Rourke, Jaime Berryman, Justin Jean</td>
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<td>1998</td>
<td>Debra Parry, Chad Sawyer, Jeremy Sawyer</td>
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<td>1997</td>
<td>Matthew Found, Katherine Pouliot, David Emanuel</td>
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<td>1996</td>
<td>David Bernier, Keith Ogren, Jonathon Sallade, Daniel Lawrence, Drew Nucci</td>
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<td>1995</td>
<td>David Marshall, Jessie O'Connor, Sean Fisher, Robert Davis</td>
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<td>1994</td>
<td>Juan Seleme, Michael O'Brien, Sheila Socha</td>
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<td>1993</td>
<td>Alison Como, Keshini Wijesundera, Nicole Truman, Brian Thomas</td>
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<td>1992</td>
<td>Kristina Magnusson, Christine Hennessey</td>
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<td>1991</td>
<td>Marc Delisle, Kevin Dixon, Martin Kurowski, Timothy Stotz, Scott Daniels</td>
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<td>1990</td>
<td>Weber Shill, Suzanne Cepaitis</td>
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<tr>
<td>1989</td>
<td>Mary Lawrence, Lisa Prue, Brett Chamberlain, Dean Raft</td>
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</table>
The Paul J. Holloway Prize University-wide Innovation-to-Market Competition honors the student team submitting the best proposals for starting, acquiring, or expanding a business venture. Now in its 21st year, the competition leads to the presentation of cash awards to the winning teams and the runners-up for proposals that demonstrate significant opportunities for innovation and growth, capital gain, and the potential for implementation.

Holloway’s wife Anna Grace, son Scott, and daughter Debra established the competition to honor his achievements and contributions to the educational and business communities throughout the region and to stimulate, recognize, and reward the entrepreneurial spirit that is so evident in his own career.