PAUL J. HOLLOWAY
Prize

Innovation-to-Market Competition

Championship

May 7, 2014

University of New Hampshire

1988 - 2014
Celebrating Entrepreneurship
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 1998-1999, 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 and is presently an owner of the Wentworth Marina in New Castle, NH.

Holloway has a strong commitment to public service. He has served as 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 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 significant contributions to the university’s programs. He was also selected as one of New Hampshire’s ten most powerful people by Business NH Magazine and was awarded the David C. Knapp Award for Trusteeship by the New England Board of Higher Education.

Holloway currently serves as chair of the NH Community College System and has served as a NH lottery commissioner for the past nine years. He is a past member of the Dean’s Advisory Board at the University of New Hampshire.
Innovation-to-Market Competition

Championship Round

Wednesday, May 7, 2014

Peter T. Paul College of Business and Economics

University of New Hampshire

1-6:00 P.M.
2014 Holloway Entrepreneur of the Year

Erik Dodier

Now in its 12th year, the Holloway Entrepreneur of the Year Award is given to a business leader with a demonstrated commitment to the state’s business community, an appreciation for UNH and its resources, and a track record of creating entrepreneurial value by starting companies, supporting and promoting new ventures and mentoring individuals engaged in business start-ups. The University of New Hampshire’s Peter T. Paul College of Business and Economics names Erik Dodier the 2014 Holloway Entrepreneur of the Year. He joins an elite list of successful award recipients who have helped to foster a vibrant and productive entrepreneurial community in the state and beyond.

Erik Dodier co-founded PixelMEDIA in 1994 and over the past 20 years PixelMEDIA has evolved from a two-person multimedia company started in Dodier’s apartment, to a full-service web strategy and application development company now employing 60 people located at Pease Tradeport. PixelMEDIA strives to be the best in the world at designing, engineering, promoting and supporting their clients’ online strategy. PixelMEDIA consistently ranks as one of the top businesses to work for in NH, finishing first in 2012 as ranked by NH Business Magazine.

Prior to founding PixelMEDIA, Dodier worked at Cabletron Systems in the area of Business Development and Sales Training.

Dodier currently serves on several seacoast boards, including Optima Bank and Trust, 3S Artspace, and UNH’s Paul College Dean’s Executive Advisory Board. He holds a Bachelor’s Degree in Business Administration with a Minor in Psychology from the University of New Hampshire.
PAUL J. HOLLOWAY PRIZE
INNOVATION-TO-MARKET COMPETITION

CHAMPIONSHIP ROUND

WELCOME
1:00 P.M.
PAUL COLLEGE G75
Michael J. Merenda
Chair and Professor of Strategic Management and Entrepreneurship

PRESENTATIONS
1:05 PM  CHAKULA TANZANIA
1:30 PM  DIA-BEAT-it
2:00 PM  EQUIOXER
2:30 PM  BREAK
3:00 PM  GRANITE STATE VENTURES: TILTONE
3:30 PM  SHEETWRITER, INC.
4:00 PM  SKISMART

RECEPTION
4:30 P.M.
PAUL COLLEGE GREAT HALL

AWARD PRESENTATIONS
5:15 P.M.
PAUL COLLEGE G75

HOLLOWAY ENTREPRENEUR OF THE YEAR AWARD
Erik Dodier, Recipient

ACCEPTANCE OF THE AWARD
Erik Dodier, Co-Founder, President & CEO, PixelMEDIA, Inc.

PRESENTATION OF STUDENT AWARDS
President Mark W. Huddleston
Paul J. Holloway
Interim Dean Arnold P. Garron
Professor Michael J. Merenda

CLOSING REMARKS
Professor Merenda
Paul J. Holloway Prize
Innovation-to-Market Competition 2014
Championship Round

Student Contenders

Chakula Tanzania (Swahili for Tanzanian Food)

Chakula Tanzania (Swahili for Tanzanian Food) is a market-based alternative to traditional aid relief in Africa. Our mission is to provide affordable, non-perishable food to low-income people living in East Africa, to link fishermen and farmers to more lucrative markets, and to maintain healthy, sustainable profits for the company. We intend to connect geographically isolated fishermen and farmers to high population density areas by purchasing dried fish and dried grains in volumes large enough to achieve economies of scale, covering processing, packaging and shipping costs that are prohibitively expensive to artisanal fishermen and subsistence farmers.

Jacob Iselin, MBA, PAUL
Faculty Adviser: Robert A. Gough Jr., Ph.D.

Dia-BEAT-it

Dia-BEAT-it is a game-based app designed to help adolescents who have Type 1 diabetes manage their disease and avoid psychological complications commonly associated with this condition. Targeted at girls and boys ages 12-18 with diabetes, the app combines gaming and social media to create an innovative management tool. Players input diabetes tasks to advance to future levels and can compete against other users as well as message them through a chat function. Dia-BEAT-it has the ability to change the lives of the 450,000 adolescents in the U.S. living with this disease by making them healthier, happier, and more motivated to beat diabetes.

Emily Stone, PAUL
Faculty Adviser: Andrew Earle, Ph.D.

EquiOxer

The mission of EquiOxer is saving equestrians time, money, and labor on their jumps. An “oxer” is a type of horse jump made up of 2 poles and 4 uprights, called “standards.” Standards each have a jump “cup” attached. The ends of the poles are placed in the cups. Placing the poles parallel to each other creates an oxer, a wider style jump. EquiOxer is a telescopic jump extension that eliminates the need for the second set of standards. Made of aluminum; it’s lightweight and requires no maintenance. Customers will love the innovation, ease of use, and low cost benefits.

Andrea Manley, MBA, PAUL
Faculty Adviser: Robert A. Gough Jr., Ph.D.
Granite State Ventures: TiltOne

Granite State Ventures (GSV) is dedicated to providing sustainable solutions to the world and its citizens. Through maximizing power generation and collection efficiency using the TiltOne system, GSV aims to provide all commercial facilities with alternative solutions that eliminate the need for outdated power sources. TiltOne has incorporated a number of existing technologies that address present issues with current power point tracking solar panels for commercial facilities. Specifically, GSV has improved upon existing panel design by recovering lost energy from extreme surface temperatures, and reduced the energy required to power the system, resulting in a higher net power generation.

Daniel Crowley, PAUL
Bridget Fay, PAUL
Jeffrey Moore, CEPS
Andrew Nelligan, CEPS
Faculty Adviser: Jeffrey Sohl, Ph.D.

SheetWriter, Inc.

SheetWriter LLC will produce, sell, and support Smartphone and Tablet applications. The purpose of these will be primarily to translate live sound into Sheet Music; secondarily these products will have the ability to mathematically define works of music. The intended products will be targeted to a broad market of all music enthusiasts, with a focus on professional musicians with regards to the mathematical derivations. SheetWriter, Inc. endeavors to increase access to Sheet Music generating technologies, and to raise awareness of the implications of music math within the world of copyrighting of musical works.

Tyler Allen, MBA, PAUL
Faculty Adviser: Robert A. Gough Jr., Ph.D.

SkiSmart

SkiSmart is a personalized mountain guide that offers skiers and riders the information they need to navigate the mountain like a local legend. Mountain conditions are continually updated and projected to the user to keep them aware of snow conditions as well as skier traffic and lift line congestion. These factors sync the rider’s preferences to the most opportune and safe routes on the mountain. This keeps them ahead of the crowds and helps them find the best snow on the mountain. SkiSmart works for you, making any mountain your mountain.

Bence Cserna, GRAD, CEPS
Kristopher Hopkins, CEPS
Cole Jailet, PAUL
Curtis Lush, CEPS
Faculty Adviser: Andrew Earle, Ph.D.
**Paul J. Holloway Prize**  
**Innovation-to-Market Competition**  

**2014**  
**Judges**

**Thomas D. Malkoski**, President, CEO, Director, Penford Corporation

Thomas D. Malkoski was named Chief Executive Officer and appointed to Penford Corporation’s Board of Directors in January, 2002. Penford, a $450 million publicly traded company, is a leading developer and manufacturer of specialty ingredients for food, paper, packaging, and bio-materials. The Company has invented several clean technology products using renewable resources to displace petroleum-based chemistries. The Company operates six manufacturing facilities and three Research & Development centers.

Prior to joining Penford, Mr. Malkoski served as President and CEO of Griffith Laboratories, North America from 1997-2001. Griffith Laboratories is a leading formulator, manufacturer, and marketer of ingredients to the food industry. Previously, he was CEO of Floral Plant Growers, a private equity backed consolidation in the live plant business, and gained international management experience running Asia Pacific businesses for Chiquita Brands International.

He began his career at The Procter & Gamble Company progressing through major brand and category management responsibilities from 1980-1991. Mr. Malkoski received an MBA from The University of Michigan in 1980, and a Bachelor of Arts in Economics from The University of New Hampshire in 1978. He serves as a Board advisor to Libby Perszyk Kathman, a privately held world leader in brand imaging, strategic positioning, and design.

**John H. Morison III**, Chairman, Hitchiner Manufacturing Co. Inc.

John Morison began his career as an inside sales representative in the Stellite Division, Cabot Corporation. In 1978, he became regional sales manager in France; in 1980 he became the regional sales manager in Brazil and added the responsibility for all of Latin America in 1981. Mr. Morison joined Hitchiner in 1983 as production control manager of the Ferrous Division. He became director, new business development in 1985 and, in
1991 was promoted to vice president, sales and marketing. In 1994 he became president, international and in February of 1995 he was appointed president and chief executive officer. In May, 2002 he was appointed chairman.

Mr. Morison was educated in Lyndeborough, New Hampshire public schools and the Northfield Mount Hermon School. He graduated from the University of New Hampshire in 1976 with a B.A. in Economics.

**GREGORY E. SANCOFF, President & CEO, Juliet Marine**

Gregory E. Sanoff is an exceptionally successful inventor, investor and management specialist who has lucratively started or turned around every company he has been associated with over the past 32 years. The innovation, ingenuity and problem solving skills he uses to meet challenges have resulted in the award of 45 patents with seven additional patents pending. His strength is in recognizing problems, technical or management, and developing successful solutions in a very short period of time. As a result, he has served in executive positions including President/CEO and Chairman of the Board of Directors, in all companies he has founded or acquired. These companies include Block Design/Block Medical, River Medical, IVAC, and ONUX Medical.

**ALISON STEBBINS, CPA. Vice President, Head of Vendor Management, Fidelity Investments**

Alison Stebbins holds several degrees, including 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. She has worked at numerous financial institutions, including the accounting firms Deloitte and Touche and Ernst and Young. She then started her own accounting firm, Stebbins CPA, in Manchester, NH. In 2000, Ms. Stebbins joined Fidelity Investments. For five years she held a leadership role at Fidelity’s largest regional center, in Merrimack, NH as the General Manager. She has been part of Fidelity’s Procurement Team, first heading up Corporate Accounts Payable and heading Vendor Management.

Ms. Stebbins was chosen as the 2008 NH Business Leader by *Business New Hampshire Magazine*—only the 2nd woman in 20 years. She has also been recognized as one of the state’s 10 most powerful business people by the same publication. In 2008, she was honored along with her husband Hank with the City Year New Hampshire Lifetime of Community Service Award. Ms. Stebbins has served on numerous boards of directors including the Heritage United Way, the Greater Manchester YMCA, the Business and Industry Association of NH, the Greater Manchester Chamber of Commerce and the University of New Hampshire Whittemore School’s (now Paul College) Dean’s Advisory Board.
ROUZBEH YASSINI, Ph.D., Executive Director, Broadband Center of Excellence

Dr. Rouzbeh Yassini is CEO of YAS Capital Partners and acting Executive Director of the University of New Hampshire Broadband Center of Excellence. He is widely regarded as the “father of the cable modem,” reflecting his pioneering work in cable broadband technology as the founder and CEO of LANCity, and as a prominent contributor to the CableLabs Data over Cable Services Interface Specification (DOCSIS*).

In recognition of his dedication and meaningful contributions to the broadband cable industry the National Cable & Telecommunications Association awarded Rouzbeh with a 2004 Vanguard Award, the organization’s highest honor. He was more recently inducted as a member of the Cable Television Pioneers - Class of 2012. Dr. Rouzbeh is the author of Planet Broadband (Cisco Press), a humanized look at broadband technology, and is frequently interviewed and quoted in the press for his vision on the future of broadband.

Dr. Rouzbeh has served as a board member on a number of privately and publicly held companies, has served as a senior executive consultant with CableLabs, Comcast and Cablevision on numerous programs relating to broadband technologies and has been a member of the Liberty Global Advisory Technology Board since 2001. He was also founder of the Yassini Broadband Knowledge Center in Boston, offering research grants and facilities to investigate fresh ideas in Broadband technologies.

Dr. Rouzbeh holds an Honorary Ph.D. in Science and a B.S. in Electrical Engineering from West Virginia University, an Honorary Ph.D. from Merrimack College as well as an equivalent MBA from General Electric’s Financial Management Program.

* University of New Hampshire Alum
Paul J. Holloway Prize
Innovation-to-Market Competition

Judges

Undergraduate Research Conference
Charles & Miriam Nelson Poster Competition
April 23, 2014

Bill Burke, President, Westbury Strategic Associates

Steve Curtis*, Owner, Curtis Associates

Dave Emanuel*, Corporate Officer, Emanuel Engineering

Matthew Fasano*, Account Director, Fluent

Dustin Feldman*, Sales Specialist, SOsponsored

Janice Gregory, Associate State Director, NH SBDC

DJ Haskins*, Account Director, MicroArts Creative Agency

Andrew Jaccomia*, Co-Founder & CEO, Sensible Spreader Technologies

Sheila McDonough*, Business Manager, Socha Companies

Sandra Knorr Pardus*, CFO/CIO, Lamprey Health Care


Janis C. Reams, VP of Commercial Lending, Peoples United Bank

* University of New Hampshire Alum
**Paul J. Holloway Prize**

**Innovation-to-Market Competition**

**Judges**

**Bud Albin Challenge**

**April 25, 2014**

**Todd Boucher**, *Principal & Founder*, Leading Edge Design Group

**Steve Bracy**, *Director of Marketing*, Newforma, Inc.

**Michael A. Bryan, Sr.**, *Financial Consultant, Retirement Income Specialist and Financial Planner*, Wells Fargo and *Owner/Partner*, Wentworth by the Sea Marina

**Steve Curtis**, *Owner*, Curtis Associates

**Joshua Cyr**, *Founder*, Alpha Loft

**Scott Filion**, *President*, Velcro – Velcro Americas

**Andrea Kokolis**, *Vice President-Human Resources*, Newforma, Inc.

**Tom ‘TK’ Kuegler**, *Co-Founder & General Partner*, Wasabi Ventures

**Carol N. Lacross**, *Retired CFO*

**Michael Marsh**, *Entrepreneur*

**Lennart C. Morander**, *Founder*, Abrasive Contour

**Shibanarayan ‘Shiva’ NANDA**, *President/CEO*, Newport Computer Services, Inc.

**Jeffrey M. Pollock**, *Managing Director*, MB Growth Partners, LLC

**John R. Shaw**, *CEO & Co-Founder*, Itaconix Corporation

**John St. Pierre**, *Vice President of Operations*, LEGACY Holding Company

* University of New Hampshire Alum
Paul J. Holloway Prize
Innovation-to-Market Competition

Sponsors

Paul and Anna Grace Holloway

Paul J. Holloway Prize Fund

Bud Albin Entrepreneurship Fund

Charles & Miriam Nelson Fund for Business Innovation

abi HUB

Devine Millimet Attorneys at Law

PixelMedia

Carl Leubsdorf, Jr.

Solvitor

Wall Street Journal
Paul J. Holloway Prize
Innovation-to-Market Competition

Planning Committee

Radim Bartos, Ph.D., Chair and Associate Professor, Department of Computer Science

Jennifer Carroll, Collections Management Librarian, Dimond Library, UNH

Andrew Earle, Ph.D., Assistant Professor of Strategic Management & Entrepreneurship, Peter T. Paul College of Business & Economics

John Ela, Owner, Ela & Associates

Juan Florin, Ph.D., Senior Lecturer in Management, Peter T. Paul College of Business & Economics

Robert A. Gough Jr., Ph.D., Sr. Lecturer in Management, Peter T. Paul College of Business & Economics and CEO, G-enovation

Janice Gregory, Associate State Director of the NH Small Business Development Center, NH Small Business Development Center

David Kaye, Ph.D., Professor of Theatre & Dance, College of Liberal Arts

Christopher LeBlanc, Ph.D., Assistant Professor, Engineering Technology Program, Science & Technology Division, UNH-Manchester

Michael Merenda, Ph.D., Management Department Chair and Professor of Strategic Management and Entrepreneurship and Chair, Holloway Prize Innovation-to-Market Competition

Cynthia Nizzari-McClain, External Relations Manager, Peter T. Paul College of Business & Economics and Holloway Prize Innovation-to-Market Competition Coordinator

George Roth, Ph.D., Senior Lecturer in Management, Peter T. Paul College of Business & Economics and Independent Consultant, George Roth & Associates

Mike Sciabarrasi, Ph.D., Extension Professor /Specialist, Agricultural Business Management, Cooperative Extension

Marc Sedam, Executive Director, Office of Research Partnership and Commercialization, UNH Executive Director, New Hampshire Innovation Research Center

John Shaw, Co-Founder and CEO, Itaconix Corporation

Fiona Wilson, Ph.D., Assistant Professor of Strategy, Social Entrepreneurship and Sustainability, Peter T. Paul College of Business and Chair, NH Social Business Innovation Competition
PAUL J. HOLLOWAY PRIZE PAST WINNERS

2013
Craig Litherland

2012
Andrew Jaccoma
Olha Johnson

2011
Timothy Harmon
Scott Olsen
Jessica Streitmater

2010
Julia Barbu
Keith Teeter

2009
Chris Suprock

2008
Anna Boisvert
Gregory Richardson
Sebastian Titz

2007
George Melchior
Ferenc Gyzurcsan
Charles O’Donnell
Mark Johnson
Christopher Matrumalo
Lacey Knight

2006
Joseph Iannone
Dennis Wells
Gabrielle Di Perri
Andrew Demeusy
Lindsey Jambard
Christopher Langsten
Joseph Mardo
Jill Harkness
Peter Houde
Jacquelyn Parks

2005
Gregg Cerveny
Christopher Cooper
Sharon Morrison
Jessica Dicker
Joshua Vogel
Scott Mullin

2004
Jason Bourn
John Leary
Glenn Margosian
Christina Downs
William Hurd
Christa Tsoukalas

2003
Jim Losee
Michael Carmichael
Denise Laferte
Edward Rowe
Louis Levine
Justin Gamester
Jessica de Pontbriand

2002
Andrew Molloy
Matthew Scruton
Jeff McDonald
Andrea Tully

2001
Laura Bahr
Peng Li
Zhihong Xu
Brian Fuller
Heather Townsend

2000
Bruce Sommer
Kristie Lapierre

1999
Jesse O’Rourke
Jaime Berryman
Justin Jean

1998
Debra Parry
Chad Sawyer
Jeremy Sawyer

1997
Matthew Found
Katherine Pouliot
David Emanuel

1996
David Bernier
Keith Ogren
Jonathon Sallade
Daniel Lawrence
Drew Nucci

1995
David Marshall
Jessie O’Connor
Sean Fisher
Robert Davis

1994
Juan Seleme
Michael O’Brien
Sheila Socha

1993
Alison Como
Keshini Wijesundera
Nicole Truman
Brian Thomas

1992
Kristina Magnusson
Christine Hennessey

1991
Marc Delisle
Kevin Dixon
Martin Kurowski
Timothy Stotz
Scott Daniels

1990
Weber Shill
Suzanne Cepaitis

1989
Mary Lawrence
Lisa Prue
Brett Chamberlain
Dean Raft
The Paul J. Holloway Prize Innovation-to-Market Competition honors the student team submitting the best strategies for starting, acquiring, or expanding a business venture. Now in its 26th year, the competition leads to the presentation of cash awards to the winning teams and the runners-up for plans 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.