Paul J. Holloway Prize
Innovation-to-Market Competition
April 24, 2015

Judge’s Biographies

Bud Albin Challenge

Todd Boucher *
Principal and Founder, Leading Edge Design Group

Todd Boucher is the Principal and Founder of Leading Edge Design Group, a critical infrastructure specialist that provides vendor neutral solutions for data centers, LED lighting, and information and communications technology systems. Founded in 2007, Leading Edge Design Group has been named to the INC 500|5000 list and has been recognized by Business NH Magazine as the “#1 Company to Watch” in the State. Mr. Boucher’s firm is based in Enfield, NH and Johannesburg, South Africa. He is a 2003 Graduate of the University of New Hampshire.

Michael A. Bryan, Sr. *
Financial Advisor, Wells Fargo Advisors, LLC

Michael Bryan Sr. has been working for Wells Fargo Advisors for the last 4 years as a financial consultant, retirement income specialist and financial planner. For 20 years, he has been an owner/partner of the Wentworth by the Sea Marina in New Castle, New Hampshire. Since graduating from UNH with a Mechanical Engineering degree in 1990, he has experienced a wide range of roles in the business world from being a project manager for a Fortune 100 company to being a Franchisee of a national restaurant chain to creating ground zero start-up companies. Before attending UNH, he was a U.S. Navy Seal with Seal Team 2, deployed as an Artic Warfare Specialist, Combat Swimming Instructor and Communications Specialist.

Mr. Bryan and his wife, Jacqui, have organized and run several local fund raisers that earned them a Governor’s Council Outstanding Achievement Award in 2007. For the last 10 years, he has volunteered as a lacrosse coach for high schools and the Seacoast Lacrosse Club.
**Steve Curtis**

*Owner, Curtis Associates*

Steve Curtis began his career with Coopers and Lybrand (now PricewaterhouseCoopers) in 1968, and spent his early career working in the accounting and finance industry. In 1978 he transitioned into executive recruiting, working with two national recruiting firms. In 1988 Mr. Curtis started his own firm, Curtis Associates, an executive search firm specializing in the placement of senior financial professionals throughout New England. Mr. Curtis brings over 30 years of experience working with accounting and financial professionals at the executive level, fulfilling CFO needs in the small business community. Recently, Mr. Curtis began volunteering with the Portsmouth chapter of SCORE.

Mr. Curtis received his BSA from Bentley University in 1968 and his MBA from the University of New Hampshire in 1976.

**Yvon Durant, Ph.D., MBA**

*Chief Technology Officer and Co-founder, Itaconix Corporation*

Yvon Durant is an experienced industrial and academic R&D manager in polymer science and development. Dr. Durant holds an engineering diploma from the National Graduate School of Chemistry - Montpellier, France, a doctorate in polymer chemistry from the University of Lyon, and an MBA from the University of New Hampshire.

Prior to co-founding Itaconix, he was Associate Research Professor in Material Science at the University of New Hampshire and Director of the University's Advanced Polymer Laboratory.

**Joe Faro**

*Owner, Tuscan Kitchen & Tuscan Market*

*Holloway Prize Competition Finalist*

With over 25 years of experience, in the food industry, owner Joe Faro grew up appreciating the true artisan craftsmanship behind creating great food. Though he started working at his parent’s bakery as a child, it was at the University of New Hampshire that his ambition surfaced. Deeply passionate about food and eager to put his entrepreneurial skills to use, Mr. Faro entered the Holloway Prize Innovation-to-Market Competition for Joseph’s Gourmet Pasta and Sauce. Working catering and kitchen jobs during the day, he spent nights perfecting his pasta and sauce recipes. Eventually, he began distributing to local restaurants and food venues.

In 2006, Nestlé Prepared Foods bought Mr. Faro’s business, whose annual sales had grown from $200,000 to $60 million. After a brief retirement, Mr. Faro created Tuscan Kitchen located in Salem, New Hampshire. The three-floor restaurant, which won Best of New Hampshire in 2012 and is recognized throughout New England for providing a gourmet and artisan dining experience, serves
dishes with the freshest ingredients made from scratch. In October 2012 he opened Tuscan Market, a 10,000 square foot artisanal market place located next to Tuscan Kitchen. Mr. Faro’s creative vision continues to grow as he eyes other locations for his Tuscan Villages, including the newest location in Burlington, MA.

Mr. Faro received his Bachelor’s degree in Business Administration from the University of New Hampshire.

**Andrew Jaccoma**
*Founder, Sensible Spreader Technologies*
*Holloway Prize Competition Winner*

Since 2005, Andrew Jaccoma has been working on entrepreneurial projects. He was the 2012 winner of the Holloway Prize Competition with a company/concept called Sensible Spreader Technologies (SST). In 2012, he also raised money through competing in: the Idea to Product Competition (Stockholm, Sweden) and the TechOut Challenge (NHHTC). More recently Mr. Jaccoma attained a first place finish in the New Hampshire Social Venture Innovation Competition in the community track (2014). Since the start of SST, he has built an impressive team of highly educated individuals, with backgrounds ranging from astronautics to mechanical engineering and has helped to bring forth new technology that will revolutionize the winter road maintenance industry.

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

Andrea Kokolis currently holds the position of Vice President, Human Resources at Newforma, a provider of project information management software that allows architecture, engineering, construction, and owner organizations to collaborate with each other and insure that projects are managed and delivered efficiently and on time. Ms. Kokolis is a key member of the management team and is responsible for helping the company aggressively scale to the next level of growth.

Before joining Newforma, Ms. Kokolis was COO at MMIS, where she was responsible for overall operations and insuring that the company’s products and services were successfully installed and integrated at clients’ sites. Prior assignments include General Manager of Operations for General Kinetics, and VP of Operations at Mindreef, where she helped managed and transition the company’s point products to the enterprise-wide solutions. Ms. Kokolis has been a key member of the management teams at Granite Systems (purchased by Telcordia Technologies), NuMega Technologies (purchased by Compuware Corporation), SQA (purchased by Rational/IBM), Powersoft Corporation (purchased by Sybase, Inc.).

Ms. Kokolis has spent her career insuring companies have the key talent to grow and achieve successful exit events, and she has been involved in multiple mergers/acquisitions and IPO events.

Ms. Kokolis is an adjunct faculty member at Southern New Hampshire University; she
received both her BA in Political Science and MBA from the University of New Hampshire and is a runner and rower.

Thomas D. Malkoski *
Senior Advisor to the Chair and CEO, Ingredion Incorporated

Thomas D. Malkoski is currently serving as Senior Advisor to the Chairman and CEO of Ingredion Incorporated (NYSE: INGR), following their acquisition of Penford Corporation in March, 2015. In January, 2002 Mr. Malkoski was named Chief Executive Officer and appointed to Penford Corporation’s Board of Directors. Penford, a $450 million publicly traded company (NASDAQ: PENX), is a leading developer, manufacturer, and marketer of specialty ingredients in global food products, papermaking, packaging, and bio-materials. The Company has invented and commercialized several clean technology products using renewable resources to displace petroleum-based chemistries. Penford has nine locations with two state-of-the-art technology centers. The Company has acquired three companies and divested four businesses within the last five years. Under Mr. Malkoski’s leadership of the Company revenues doubled, market capitalization tripled, and the specialty food ingredients business more than tripled, adding over $100 million in annual revenue.

Prior to joining Penford, Mr. Malkoski served as President and CEO of Griffith Laboratories, North America, a leading formulator, manufacturer, and marketer of ingredient systems to all segments of the food industry. Previous positions include CEO of Floral Plant Growers, a private equity consolidation in the live plant business, Vice President/General Manager of the South Pacific for Chiquita Brands International, followed by Vice President of their Asia Pacific Region. Under his leadership the company completed several acquisitions and startups. Mr. Malkoski began his career at The Procter & Gamble Company progressing through major food brand and category management responsibilities.

Mr. Malkoski serves as a Board member of Libby Perszyk Kathman, a privately held world leader in brand imaging, strategic positioning, and design. Previously, he served on the Board of the Corn Refiners Association. He 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.

Michael Marsh
Entrepreneur

Michael Marsh is a high tech entrepreneur who founded or co-founded five successful software companies in the course of his career. The last company Mr. Marsh founded became the world’s leader in control systems for electronics manufacturing shop floors and is now part of a multi-billion dollar German electrical/electronics corporation and the software is used in electronic manufacturing centers throughout Asia, Europe, and North America.
Mr. Marsh currently is a private investor and is involved in the eCoast Angels and works with several New England technology companies as an advisor or director. He served in the New Hampshire legislature and was a member of the Ways and Means committee.

**Phil Meldrum**
*President, FoodMatch Inc.*

Phil Meldrum’s love of food and travel led him to pursue a career in Manhattan working for European specialty food companies. In 1996 he founded FoodMatch to provide the American market with authentic, all-natural, responsibly produced olives and antipasti. Since then, FoodMatch has grown into a leader in the US specialty food industry. Currently, the company supplies more than 400 items sourced from 15 different countries to a broad set of clients, from Fortune 500 grocers and multi-unit foodservice chains to independent end users.

Mr. Meldrum is closely involved with urban pantries and community outreach centers in New York, such as the Sylvia Center. He sits on the Oldways board of directors, encouraging positive public health through heritage diets and nutrition. He has also served as a delegate for the U.S. Department of State’s Global Entrepreneur Program on two missions, one in Greece and one in Portugal, mentoring local entrepreneurs, and is an active angel investor primarily in specialty food and beverage companies.

Mr. Meldrum earned his Bachelor’s degree at the University of New Hampshire.

**Wes Moore**
*Founder and CEO, iPlayerHD*

Wes Moore has founded nine companies over the past four decades. He is currently the Founder and CEO of iPlayerHD, a video hosting and publishing platform with more than 30,000 users in over 100 countries.

Mr. Moore is a real estate investor and conservationist, with many acres donated to permanent conservation. He co-founded the Rockingham Economic Development Corporation (REDC) in 1993 and has been the Co-Chair of the Board of Directors for 22 years. The REDC is a private non-profit bank that has provided gap funding to hundreds of businesses throughout southeastern New Hampshire since it was founded.

Mr. Moore has been involved in many volunteer endeavors including three terms as a Selectman in Newfields, NH and 19 years as a firefighter and EMT on the Newfields Fire Department. He is a member of, and donor to, the NH Charitable Foundation Entrepreneurial Fund, and guest lectures at the Peter T. Paul College of Business and Economics, University of New Hampshire.

Mr. Moore earned his Bachelor’s degree in Business from the University of Massachusetts.
Lennart C. Morander *
*Founder, Abrasive Contour

After a variety of partnerships, Mr. Morander founded Abrasive Contour in 2000. With the help of an SBA Loan, the business now employs 12 people with average annual sales of $2 million. Presently the company is the only industrial diamond manufacturer in the Southwest offering grinding and lapping services to the severe service metal-seated ball valve industry. Mr. Morander is also involved in a startup company that has patented technology for dropping industrial diamond and tungsten carbide into a weld overlay for wear and erosion resistance.

Mr. Morander earned his Bachelor of Arts in Economics at the University of New Hampshire.

Kimberley Niles *
*Founder, VC CFO Services, LLC
Chief Financial Officer, LexMarGlobal, Inc.

Kimberley Niles is an accomplished Financial Management Executive with 25 years of diverse public and private accounting experience, including 17 years as Chief Financial Officer of North Atlantic Capital Corp., a venture firm with over $200 million of investment capital. At North Atlantic Capital, she was responsible for all operational, accounting and financial related matters of the firm, including budgeting, forecasting, board reporting, investor relations/communications, regulatory oversight and compliance, treasury functions, portfolio management and consultation, business valuation and all fund related performance analysis for raising capital.

Ms. Niles is a Certified Public Accountant, a member of Private Equity CFOs (PECFO) and holds a B.S. in Business Administration from the Whittemore School of Business & Economics at the University of New Hampshire. She currently serves on the Board for Directors as Treasurer for the Maine Venture Fund and SideXSide, Inc.

Greg Richardson *
*Practice Manager - Engagement Services, Technology Business Research, Inc.
Holloway Prize Competition Winner

Greg Richardson leads TBR’s Engagement Services Group, which designs, executes and delivers custom market research and strategy consulting solutions that provide actionable recommendations to support business decisions and drive business results. Mr. Richardson leads a team of engagement managers, strategy consultants, and market researchers who are responsible for managing client engagements through the entire consulting project life cycle: concept, scoping, vision match, execution and delivery. In the last 18 months, he and his team have executed nearly 150 strategic engagements across a variety of capability areas, such as strategic war gaming, customer segmentation, and internal service delivery benchmarking, for major clients, including HP, IBM,
Dell, and Microsoft. Additionally, Mr. Richardson and his team spearhead the development and evolution of TBR’s core custom research capabilities and delivery frameworks. Mr. Richardson focuses on ensuring the realization of client value and alignment of project outcomes and vision by overseeing all project and program management as well as developing relationships with executives of industry-leading technology companies, consulting and Wall Street firms, and the end-user community.

Mr. Richardson is a 2008 graduate of the University of New Hampshire, receiving a Bachelor of Science degree in Business Administration and Bachelor of Arts in English. He was a member of the winning team of the 2008 Holloway Competition, Glycura.

**Mike Somers**  
*President and CEO, New Hampshire Lodging & Restaurant Association*

Mike Somers is the President and CEO of the New Hampshire Lodging & Restaurant Association (NHLRA). He works on legislative initiatives for the hospitality and tourism industry in New Hampshire, assists industry members with regulatory and compliance issues and oversees the programs and services offered by the NHLRA. Having worked for various restaurants in the Florida market and in New Hampshire, Mr. Somers has more than a dozen years of experience in the industry. His last position within the hospitality industry was with the former CR Sparks restaurant in Bedford NH.

Before taking the helm at NHLRA he was a Division Manager for Southern Wine & Spirits of New England overseeing their on-premise operations in Maine, New Hampshire and Vermont for 7 years. Mr. Somers brings a unique skill set to his current role and has been the CEO at NHLRA for the past 6 years.

**Lawrence A. Spera**  
*Managing Partner, Residential Capital Asset Management, LLC*

Lawrence Spera is one of the founding partners of Residential Capital Asset Management, a private equity firm, formed in 2010, specializing in investment opportunities relating to residential mortgage assets.

In 2015, Mr. Spera launched Seedling Capital, LLC, an early stage financing company for start-ups focused on smartphone and web applications. Prior to his current ventures, Mr. Spera founded TLC Lending in 2002, a regional mortgage brokerage operation, where he served as President and CEO.

Mr. Spera holds a Master of Business Administration from Rutgers University and a Bachelor of Arts degree from North Carolina State University. He has been a former judge in the Holloway Competition, Bud Albin Challenge Round, and lectures at Paul College, University of New Hampshire.
Beth Steucek  
CEO, New England Inns and Resorts

Beth Steucek has been the Chief Executive Officer of New England Inns and Resorts Association (NEIRA) since 1995. New England Inns and Resorts Association, formerly New England Innkeepers Association, was founded in 1907. NEIRA is a professional trade organization of over 300 of the finest lodging establishments in New England. The membership ranges from small bed & breakfasts and inns to large downtown hotels and includes many resorts, both summer and winter. The properties in NEIRA are unique.

Ms. Steucek has extensive experience in the tourism industry having worked as Executive Vice President of the New Hampshire Lodging and Restaurant Association for 8 years and Executive Director of New Hampshire Seacoast Council on Tourism for 3 years. She started her tourism career at the Viking Sun, now the Isles of Shoals Steamship Company in Portsmouth, NH.

Ms. Steucek earned her Bachelor’s degree at Plymouth State College.

Sebastian Titz, Ph.D. *  
Manager of New Ventures, North America, 3M  
Holloway Prize Competition Winner

Sebastian Titz is an investment manager of 3M New Ventures, the corporate venture arm of 3M in North America. He identifies and invests in disruptive new technologies and start-up companies of strategic relevance for 3M. His investment interests include health care, sustainability, advanced materials and electronics. Before joining 3M he did research in Science and Technology Management focusing on post-acquisition collaboration at the University of Naples and worked as a consultant in the automotive industry. Mr. Titz has an M.S. in Industrial Engineering and Management. He also holds a Ph.D. in Engineering from the University of Naples Federico II (Italy) and a Master in Business Administration from the University of New Hampshire.

Ted Wheatley *  
Executive Vice President, Jones Lang LaSalle

Ted Wheatley is an Executive Vice President with Jones Lang LaSalle in Boston. As a commercial real estate broker/advisor, he directs the real estate strategy and negotiation process for many of Boston’s premier organizations with the goal of reducing the cost and risk associated with their business real estate. Mr. Wheatley was a Senior Vice President with The Staubach Company prior to its merger with Jones Lang LaSalle in 2008. He started his real estate career with Coldwell Banker Commercial (today CBRE) working in both the Washington, DC and Boston markets. Prior to commercial real estate, he was a Sales Manager for The Dunfey Hotel Corporation (now Omni Hotels) working in their "Classics" properties in Boston, New York City and Washington DC.
Mr. Wheatley is the Chairman and Co-founder of the UNH Executive Forum in Boston which seeks to raise the visibility of UNH and its alumni in the business & professional community. He is also a member of the Dean’s Executive Advisory Board for the Peter T. Paul College of Business & Economics and a Trustee of Lexington Christian Academy in Lexington, MA. He is a past President of the Greater Boston Real Estate Board’s Commercial Brokers Association (formally CLIC) and also served on the Development Committee for the Greater Boston Chamber of Commerce. Mr. Wheatley has been a guest lecturer at the Harvard Graduate School of Design, the MIT Graduate School of Real Estate Development, and Suffolk University. He has also been active in Winchester Youth Sports as a soccer and hockey coach.

Mr. Wheatley received a Bachelor of Science degree in Business Administration from UNH. While at UNH, he was a member of the Men’s Varsity Soccer team and also a member of Sigma Beta fraternity.

David S. Worthen  
President and CEO, Worthen Industries

David Worthen is President and CEO of Worthen Industries, Inc., a third/fourth generation family business headquartered in Nashua, NH. Mr. Worthen is responsible for 14 business units, five manufacturing locations (all in the US), and global sales offices including China, Indonesia and Vietnam. He has been in his current position for 7 years and has been involved in Worthen’s management and product development for 27 years prior to taking over the role as President and CEO. Mr. Worthen serves on the Boards of: Feed Resource a food waste to energy company, The NHBIA (Business and Industry Association) and Jarvis Cutting Tools. He also serves as VP of Tomark – Worthen LLC a joint venture focusing on the photovoltaic component market.

His background prior to Worthen Industries includes Outward Bound instructor working with adjudicated youth, rafting guide and operations manager for an Alaskan rafting company and store manager for a Seattle outdoor retailer.

* University of New Hampshire Alum