

- Invested \$1M into nearly 30 companies, driving entrepreneurial opportunities and growth. Often first money in, intended to provide opportunity to validate or invalidate opportunities quickly.
- Promoted, supported, judged, coached and participated in a wide range of entrepreneurial activities such as Startup Bus, 10x, Startup Weekend and various hacks and jams.

Program Manager Ohio Department of Development 2010-2011

Manager for \$500M of finance and tax credit programs supporting a wide range of venture capital, angel investors, startup incubators, entrepreneurs, research institutes, universities and innovative firms.

- Managed collaboration with OSU for pilot of innovative accelerator program (ONE Fund). Completed program launch in under three months, cutting approximately 75% of typical program launch time. Led to statewide support for local and regional accelerators impacting hundreds of entrepreneurs.
- As administrator of the \$150M Ohio Capital Fund (a fund of funds), initiated and successfully completed first ever collaboration with Ohio Department of Taxation and Ohio Treasurer’s Office to validate job creation claims and resulting tax revenues. Achieved over 80% validation and was resoundingly endorsed as successful by Department of Taxation. This evidence was used to re-authorize a variety of risk capital programs.
- Implemented a \$100M tax credit program and the development of new IT infrastructure and system processes.
- Proposed programs to remediate gaps in funding continuum. Helped drive approval of nearly \$120M in programming under Ohio Third Frontier including a high growth gazelle fund and variable repayment loans.

Loan Officer Ohio Department of Development 2008-2010

Originating, underwriting and closing of loans and bonds for six economic development programs.

- Closed loans and bonds exceeding \$100M including \$36M in 30 venture loans as administrator for Innovation Ohio Loan Fund. Personally conducted on-site visits and due diligence for loan approvals.
- Co-developed decision support system for business development programs across multiple offices. This allowed for unprecedented capabilities to assemble incentive packages while also rationalizing activity with modeled return on investment, including probabilistic range analysis and tailored factors based on geography. This reduced uncertainty, improving decision speed and transparency.
- Initiated and led successful \$50M recapitalization of venture debt program, coordinating with Legislative Affairs Office, State Representatives, State Senators, Treasurer’s Office, and Governor’s office. Recapitalization approved due to large increase in loan volume, demonstrated pipeline, detailed portfolio analysis and high repayment rate comparable to lower risk loan programs.
- Built innovation deal flow network across the state including venture capital, angels, incubators, research institutes and entrepreneur support groups from Toledo to Athens, Cincinnati to Youngstown.
- Overhauled due diligence procedures and added due diligence consultant resources to modernize processes, accommodate increased loan activity and expand areas of expertise.

Data Analyst Ohio Department of Development 2007-2008

Support for data analysis and annual industry, economy, strategy and demographic reports.

- Designed, developed and successfully delivered a metrics and reporting system encompassing seven offices, five different data management systems and nearly 100 state and federal programs totaling over \$1B of funding through grants, loans and tax credits. Achieved in under three months with existing software licenses and minimal disruption or incremental work by offices. Identified and corrected causes of prior failures.
- Delivered original interactive report yielding qualitative and quantitative analysis for Governor and Lt. Governor from hundreds of unstructured hand written pages. These were generated over several months during regional outreach conferences, providing foundational policy data points and guidance.

Education

JD	Law	Top Quartile + Bar	Akron University	2007
MBA	Finance	Magna Cum Laude	Akron University	2007
BS	Bus Admin	Cum Laude	Ohio State University	2000