For Economic Development
Office of VP
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for Economic Development

Economic Development is comprised of the following centers:
• Advanced Energy Center (AERICT)
• Center of Excellence in Wireless and Information Technology (CEWIT)
• Center for BioTechnology (BioCAT)
• Center for Advanced Technology on Diagnostic Tools and Sensor Systems (SensorCAT)
• Center for Corporate Education
• Center for Operational Excellence
• Center for Integrated Electric Energy Systems (CIEES CAT)
• Long Island High Tech Incubator (LIHTI)
• Business Incubator at Calverton
• Small Business Development Center (SBDC)

Non-residential programs include:
• NYSERDA's Clean Energy Business Incubation Program
• Incubator Without Walls
• Manufacturing and Technology Resource Consortium (MTRC)
• SPIR program (Strategic Partnership for Industrial Resurgence)

Economic Development
at Stony Brook University
www.stonybrook.edu/eeodev/

At Softheon we strive to create simple solutions to complex problems. Our innovative and easy-to-use products have revolutionized the way everyday people access health insurance. With over two decades of experience, we’ve designed five platforms to help our partners quickly adapt to industry changes while never compromising the experience our clients deserve. In 2016, we successfully collaborated with health plans, brokers, employers, and governmental organizations in all 50 states to care for over 1.6 million lives.

Marcum LLP is the largest accounting firm on Long Island and one of the largest independent public accounting and advisory services firms in the nation. Marcum provides a spectrum of tax, accounting and assurance services, advisory, valuation and litigation support, and an extensive range of specialty and niche industry practices.

Stony Brook University is one of America’s most dynamic public universities, a center of academic excellence and an internationally recognized research institution that is changing the world. After less than 60 years of existence, it’s ranked among the top 100 universities in the nation.

Welcome to the Technology Entrepreneurship Symposium hosted by Stony Brook University’s Office of the Vice President for Economic Development (SBUED). The office links the academic and research resources of the campus with the economic needs of Long Island and New York State. It serves as a focal point in bringing technology, entrepreneurs and capital resources to make Long Island a powerful economic engine for the state and the nation. Through the extensive incubation program offered at the many SBUED facilities, innovation-driven companies have the opportunity for mentorship, advice, expertise, practical training on idea-pitching and fundraising, and templates for successful business practices. Today’s program is just one of many that SBUED hosts throughout the year to assist start-ups and young established businesses moving forward on the path to success.

Long Island has a rich history of technology entrepreneurship in service to our nation’s needs, great technology companies and great science and engineering research centers, knowledgeable investors and professional business service providers, a remarkable public school system and a network of excellent institutions of higher education. What knits all of these resources together is the incomparable resource of our brilliant, creative and spirited people and their new ideas.

Yacov Shamash
Vice President for Economic Development

Fostering new enterprise development and smarter business models is an integral part of the Office of Vice President for Economic Development’s mission and commitment to accelerating the region’s startup community. The Technology Entrepreneurship Symposium will provide a wide range of practical how-to information and strategies for forming, conducting, and selling your enterprise, and a technology-agnostic crossroads of proven experts, inventors, and entrepreneurs representing companies at all stages.

“Follow your passion, be prepared to work hard and sacrifice, and, above all, don’t let anyone limit your dreams.”
– Donovan Bailey

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MODERATOR
Lauren Gobert, Ph.D.
Business Development Manager and Entrepreneur in Residence, CBWE & Snowcard
Lauren Gobert is an entrepreneur in residence at Snowcard, as well as a co-founder of collaborative R&D opportunities at Snowcard. In her personal capacity, Lauren is an experienced financial advisor and has written extensively on topics related to business development and entrepreneurship.

Richard Chan
Assistant Professor, Hofmann College of Business
Stony Brook University
Richard Chan is an assistant professor at the Hofmann College of Business at Stony Brook University. He serves on the editorial board of the Journal of Managers and the advisory board of transactioncard.com. His research focuses on entrepreneurship, screening evaluation and new venture investments. In 2012, he was the recipient of the Venture Business and Academy of Management Best Poster Proceedings and has been mentored by Wall Street Journal, Inc., and other media outlets.

Karen O’Connor
Corporate Attorney
Karen O’Connor, Corporate Attorney
Sponsorship: Softheon
— Revenue taxed once. Revenue taxed twice.

SPEAKERS
David Caldonie
Co-founder, Long Island Emerging Technologies Fund
David L. Caldonie is the CEO of Joo Ventures LLP, a venture capital fund that helps technology companies in the emerging growth industries, real estate, health care, transportation, and electrical and manufacturing health care industries. He serves as a director of privately-held companies located throughout the country and is a co-founder in several of these companies. He became a shareholder and member of the bipartisan Congressional Caucus on Innovation and Entrepreneurship in the U.S. House of Representatives in 2005. He is the co-founder of the newly launched Long Island Emerging Technologies Fund which creates and provides seed funding for early stage technology companies on Long Island. Since 2008, Mr. Caldonie has served as the Chairman of the Suffolk County Planning Commission where his efforts were recognized with a national Association of Counties National Achievement Award. He is also on the board of directors of Accelerate Long Island, the Long Island Angel Network, United Way of Technology, the Long Island Community Development Corporation of Long Island. He is an honors graduate of Hofstra and has an economics degree from Princeton University. He was named a USA Today College Academic All-American. He earned his A.B. in Economics and Economics in 2008 from Harvard University, and has an economics degree from the University of California, Berkeley. He lives in New York City with his wife, Elizabeth, and their two children. He has been a member of the New York City Young Presidents’ Organization since 2003.

Lea Goultier
Senior Attorney, TopSpin Partners
Lea Goultier is the founder and Chief Executive Officer of TopSpin Partners. Prior to founding TopSpin, Dr. Goultier was President, CEO and Chairman of Acorda Therapeutics, which he joined in 1994. Under his tenure, the company grew from a fledging pharmaceutical manufacturer to the Palmarine Pharmaceuticals Group, a $1.5 billion enterprise. This group encompasses the worldwide largest manufacturer and distributor of speech therapies to a number of startups related to the biotech industry. Following Dr. Goultier’s leadership, Acorda Therapeutics was valued at over $2 billion in 2001. In 2001, he was named as CEO of the New York Venture Group. Dr. Goultier currently serves on the Board of Trustees of the Cold Spring Harbour Laboratory, where he is the Treasurer, the Board of Trustees of the Stony Brook Foundation. Dr. Goultier has also served on the boards of several publicly traded companies. Dr. Goultier received his B.A. in Chemistry from Harvard and his M.B.A. from Harvard Business School, where he also received the Executive Leadership Award in Management and was a Rockefeller Foundation Corporate Fellow at Harvard University.

Lori Hoberman
Founder, Hofmann Law Group
Lori S. Hoberman is a well-known force in the New York City venture community. As a lawyer and mentor, she advises entrepreneurs and their investors on how to build successful businesses and strategically guides them through the emerging, later stages and exits of their companies. Lori works with client companies in a range of technology industries, while counseling angel and institutional investors in their investments and in the formation of investment funds. For over ten years of leading startup company practices at international law firms, Lori has also become an acknowledged authority on startup company formation and management, founding the Hofmann Law Group. Farber has commented that she differs from other lawyers in that “she not only knows people, she connects the dots between the entrepreneur and the resources needed.”

Alon Kapner
Partner, Emerging companies & Venture Capital
Furtan Pricz, Pricz
Alon Y. Kapner is a corporate attorney who focuses on representing entrepreneurs, venture funds, and their individual and institutional investors. He counsels entrepreneurs and emerging growth companies in the formation of business entities, structuring arrangement among founders, negotiation of capital raising transactions, and many other matters. Alon also guides transactions, organization of private investment funds, negotiations of strategic and exit, convertible and convertible transactions and the planning and implementation of exit strategies.

Ron Goldman
Chief Executive Officer, Accevio Inc
Ron Goldman founded the innovative vein visualization company, Accevio Inc, with the simple idea that “IVs start easy, so easy. An electrical engineer, a patent attorney and a serial entrepreneur, he set out to create a small, easy to use vein visualization tool that would become the worldwide standard of care. Ron also co-founded Jasan Technologies, a leader in rugged materials science and a Technical University of Munich and mobile computing business into a billion dollar market leader. Accevio Inc has since won the Princeton Award for Potentially Inevitable and the Gold Edition Award, as well as a two time gold Medical Design Excellence Award winner.

Karen O’Connor
Tax Director, Markel LLP
Karen L. O’Connor is a Tax Director with Markel. She specializes in mergers and acquisitions, tax planning and consulting, and tax controversy issues. She has negotiated over 500 start-up companies, family-owned businesses and large, multi-state public companies. Ms. O’Connor provides tax consulting, planning, financial statement disclosure and tax controversy services to both public and private entities. With nineteen years of professional experience she has served companies in a variety of industries.

Brian Keil
Managing Director, New York State Venture Capital, Empire State Development
Brian Keil is the Managing Director for New York Ventures, the venture capital arm of the State of New York. A former venture capital consultant of the state’s, Mr. Keil’s work in venture capital activities generates economic growth across NY State through investments in innovative, technology-based companies. Prior to joining New York Ventures, Mr. Keil was VP of Strategy & Corporate Development at Altiris (now Nielsen Audio) and a Managing Director at the Pequot venture-capital arm of NBC Universal. Before joining the Pequot team, Mr. Keil served at GE Capital and B2C & Co. He holds an MBA in Finance from the Wharton School and a BS in Industrial Engineering from The University of Southern California. Mr. Keil is a Chartered Financial Analyst.

George Likourezos, Partner, Carter, Deluca, Farrell & Schmidt LLP
George Likourezos is a partner in the intellectual property law firm of Carter, Deluca, Farrell & Schmidt, LLP working closely with entrepreneurs and emerging growth companies in connection with litigation, mergers and acquisitions, product clearance investigations, patentability studies, and for advising R&D teams. Mr. Likourezos has a law degree from Yale University and a B.S. degree in electrical engineering and an M.S. in Operations Management from Polytechnic University. He is a member of the New York City Bar Association, Fortunoff Business Law Center. Mr. Likourezos serves on the advisory board of several technology companies, and the Long Island Council of the New York City Bar Association.

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