



Supporting Women Entrepreneurs through Networking and Innovation

WIN September Educational Program **Financing for Entrepreneurs**

Date: Tuesday, September 22, 2009

Time: 5:30 – 8:00 pm

Location: Wachovia [\[map\]](#)
123 South Broad Street
Philadelphia, PA 19109



Cost: WIN Members - Free
WIN Member Sponsored Guest – Free
Guests - \$50

About the Program: Are you trying to raise capital for your company? If so, you won't want to miss this opportunity to meet and talk with potential funding sources, other small business owners, and experts throughout the evening.

Entrepreneurs in search of capital can speak with representatives in banking, venture capital, angel investing, and investment banking to discuss what may be necessary to raise capital for your company, particularly in light of recent changes in the financial markets.

Our experts will provide valuable tips, strategic insight, and insider knowledge to help you understand the sources of capital available and what will be required to get it. Will the rules and requirements have changed dramatically by late 2009? Our experts in raising money will tell you about this ever changing market and the requirements for each funding source..

Meet the Panel: Our distinguished panel includes Pavni Jaida Bagga, Kelly Gates, Jennifer Hartt, Christopher Laing, Gloria Rabinowitz, Carol Schafer, Ellen Weber, and Melissa Wiggers.

Pavni Jaidka Bagga. Pavni Jaidka Bagga is the Innovation Zone Officer for Camden, where she is responsible for working with businesses, municipalities, partnering organizations and consultants to spur collaboration and encourage the rapid transfer of discoveries from the laboratory to the marketplace. Ms. Bagga joined the EDA in March 2008 from SAP Americas, a leading business software

company, where she had responsibilities in campaign management and execution, marketing and operations. Her previous employment also included position at Rutgers University-Camden and Indiabulls, a large e-trading firm based in India.

Kelly Gates. Kelly Gates is a Principal with Gates and Company, a management consulting and investment banking firm based in Wilmington. As part of the investment banking and management consulting teams at Gates and Company, Kelly helps firms with market and competitive analysis, business plan development, strategic marketing and positioning, channel strategy, new product introduction, and establishing new or expanded sales capabilities. She has supported several clients in their successful investment and funding transactions. Kelly is on the Board of Directors for the New Castle County Chamber of Commerce; and is a member of the Advisory Board for the Emerging Enterprise Center. She earned a B.S. from the University of Tulsa, and an MBA from Widener University.

Jennifer Hartt. Jennifer Hartt is Director of Investments, Life Sciences, at Ben Franklin Technology Partners of Southeastern PA (BFTP). Jenn directs all of the BFTP life sciences investments in companies with technologies ranging from medical devices and diagnostics to therapeutics. Earlier life sciences BFTP investments included Immunicon, Adolor and ViroPharma. Younger portfolio companies representing more recent investments include companies such as NuPathe, Protez, Topaz, Immunotope, LumenVu and BioNanomatrix.

Jenn holds or has held a non-voting board observer position on many portfolio company boards, including for the 26 companies in which she has closed 35 investments since coming to BFTP in late 2005. Jenn holds a Bachelor's, graduating summa cum laude and Phi Beta Kappa, as well as a Master's in Biology, both from the University of Pennsylvania.

Christopher Laing, MRCVS, PhD. Dr. Laing provides direct R&D strategy support to Science Center Port business incubator companies, facilitates their access to Greater Philadelphia's academic and clinical communities through the Science Center's Scientific Advisory Board, and oversees the Science Center's QED Proof-of-Concept Program which launched in April 2009. Dr. Laing has helped numerous Science Center business clients turn their academic research into thriving businesses.

Dr. Laing provides guidance in early business and product development planning, in securing the resources required to retire early technology risks, and in providing a technical communication stream that includes publications, marketing, and applications to federal agencies including NIH, NSF, and FDA. Dr. Laing has helped raise more than \$20 million in equity-sparing federal funding to directly support product development by small technology companies. His expertise includes experience in the commercial development of a wide range of technologies, including drugs and biologicals, medical devices, diagnostics, and research tools. Dr. Laing has a Ph.D. in molecular endocrinology, and completed his post-doctoral training at the University of Pennsylvania School of Medicine.

Gloria Rabinowitz. Gloria V. Rabinowitz is President & CEO, GCM Group LLC, a technology development, strategy, and marketing company. Before she founded the GCM Group, she worked for the DuPont Company holding executive level positions across DuPont Strategic Business units in the life sciences and fluoropolymer (TEFLON®) businesses for over 22 years.

Currently, she is Managing Director, Golden Seeds Philadelphia Forum. Golden Seeds (www.goldenseeds.com) is a women-friendly



angel investor group providing early stage and growth capital to women entrepreneurs across all sectors. She has judged business plans for The Wharton School's Business Plan Contest; Temple University's Innovation & Entrepreneurship Institute; and for the French Government's Cross Innov Business Plan Competition in Nice, France.

Carol A. Schafer. Carol A. Schafer, Managing Director and Head of Healthcare Origination, joined Wells Fargo/Wachovia in April 2007 and is a Managing Director in Equity Capital Markets focused on healthcare origination. She has experience across the full spectrum of equity transactions, including initial public offerings, follow-on offerings, convertible transactions, block trades, carve-outs and spin-offs. Prior to joining Wachovia, Ms. Schafer spent 17 years at J.P. Morgan, and was a Managing Director in Morgan's ECM group covering healthcare, chemical, consumer and retail companies. Ms. Schafer also served as Vice President of Finance and Business Development for Lexicon Pharmaceuticals from December 2003 to February 2007. She received her BA from Boston College and her MBA from New York University.

Ellen Weber. Ellen Weber is the executive director for Robin Hood Ventures, an angel investment fund focused on emerging growth companies. She has extensive operational and human resource expertise. Prior to joining Antiphony, Ellen was a vice president at the Mayer Leadership Group, an executive coaching firm. She also was instrumental in the growth of Investor Force, a provider of technology-based solutions for institutional investment professionals, where she created the company's initial human resources department, facilitated strategic planning, and managed the organizational aspects of the company's mergers and acquisitions. Additionally, Ellen spent twelve years at Shared Medical Systems where she was responsible for initiatives encompassing organizational development, customer support and corporate communications. She also has served as a senior consultant for Andersen Consulting. Ellen graduated from The Wharton School with a B.S. in economics.

Melissa Wiggers. Melissa Wiggers is a Senior Vice President with Wachovia Bank in the Commercial Banking segment. She has been with the bank since 2003 and has held several positions including Group Manager and Strategist in the Commercial Strategies division and Underwriter in the Financial Institutions Investment Banking division. Prior to Wachovia, Melissa was Director of Mergers & Acquisitions for a health care company and was a Vice President with a boutique investment bank working on transactions in the technology services industry. Before her career in financial services, Melissa spent five years in international women's health development where she worked to improve health care for women and their families in the former Soviet Union. Melissa holds an MBA from the University of Maryland's Smith School of Business and a BA from the University of Pittsburgh in Russian Language and Literature.

Bring a Friend: Share the WIN ability to connect and support women entrepreneurs by bringing a friend or colleague to this program.

To register on-line go to www.winwomen.org by September 17, 2009.