

Kelly, Nathan

From: Planning Dept
Sent: Wednesday, August 25, 2010 8:34 AM
To: Kelly, Nathan
Subject: FW: Entrepreneur in Residence Position
Attachments: ~WRD000.jpg

Categories: EIR Response

From: Wayne Zeman [mailto: [REDACTED]]
Sent: Tuesday, August 24, 2010 1:29 PM
To: Planning Dept
Subject: Entrepreneur in Residence Position

Dear Hiring Manager,
I would like to be considered for your EIR position. I have attached my resume along with a list of some of my regional economic development accomplishments to acquaint you briefly with my qualifications.

As you can see, I am an experienced management executive with a proven track record of commercial and technical accomplishments. My background includes almost 14 years of business incubation operation and economic development. I've got international experience in senior-level general management with board-level accountability, new business development, technology evaluation and commercialization, market and business assessment, and strategic planning. Put simply, I know how to evaluate, start, grow and manage technology-based businesses. I can run them myself or coach others on how to do it effectively. I have strong experience in an extremely wide range of technologies including medical devices advanced materials, alternate energy, specialty chemicals, and polymers and coatings, to name just a few.

Highlights of some of my accomplishments are that I;

- Managed programs which fostered the startup and growth of over 150 technology based companies in NE Ohio. Those companies now employ over 1,500 individuals.
- Formed and chaired the Northeast Ohio Incubator Collaborative. In the last three fiscal years, the clients of those programs have created 754 jobs, generated \$304M in revenue, and attracted \$81M in investment.
- Started, operated and eventually sold a \$10+ million international business for the manufacture of industrial plating electrodes.
- Managed, as president, an environmental testing lab where I increased revenue at almost 50% per year and net income from a loss to profitability.

I'm confident I could help you in your efforts and look forward to further conversations with you.

Wayne P. Zeman
[REDACTED]

North Royalton, OH 44133

Phone: [REDACTED]
[REDACTED]

Wayne P. Zeman
Vice President, MAGNET

Wayne Zeman is Vice President, Venture Development for MAGNET (Manufacturing Advocacy and Growth Network). Zeman is responsible for entrepreneurial assistance and business incubation and a Cuyahoga County loan program that assists in the design and development of new products and processes, a wide variety of activities focused on the development of new products, and the startup and growth of technology-oriented businesses. Zeman is also Chair of NEOinc, The Northeast Ohio Incubator Collaborative, an affiliation of the five technology-oriented business incubators in NE Ohio that receive funding from Ohio's Thomas Edison Program.

Prior to joining MAGNET (formerly known as CAMP, Inc.), Zeman was Vice President, Commercialization and Incubation at Enterprise Development, Inc., a subsidiary of CWRU now known as JumpStart, Inc. In this role, he was responsible for EDI's incubators, technology transfer and commercialization activities and managed a variety of regional early-stage business development programs. The EDI incubators included the Lewis Incubator for Technology (LIFT), the Edison Technology Incubator, and BioEnterprise. LIFT was a business incubator which provided space, assistance and easier access to NASA technologies for startup and growing technology-based businesses. The Edison Technology Incubator nurtured the startup and growth of technology-based businesses in a variety of areas, and BioEnterprise provided lab-intensive space and services to biotech and biomedical companies.

Over the last decade, Zeman has managed incubation programs that have helped launch over 150 companies that employ over 1,200 highly-paid, highly skilled individuals in northeast Ohio.

Zeman has over 35 years of experience in senior level business and technical management, technology assessment and transfer, and business startup and development. He's held general management, planning, and senior technology management positions with Sohio and BP America; research, technology transfer and business development positions with Diamond Shamrock; and has been the president of an environmental testing firm.

Zeman received both a Bachelors in Chemical Engineering and a Masters in Business Administration degree from Cleveland State University. He is on the Board of MidTown Cleveland, 5i Tech LLC, and Cam-Lem, Inc. and is a member of the National Business Incubation Association, the Ohio Venture Association, the Northeast Ohio Software Association, the Edison Technology Incubator Director's Council, and the Commercial Development Association.