

Robert S. Chiozzi
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Relevant Highlights:

- Excellent written communications, particularly translating complex technology into the language of business and investment, grant writing (SBIR, state agencies) for both profit and not-for-profit organizations. Wrote two work manuals for upper level college courses in entrepreneurship and marketing research (about 100 pages each).
- Skilled verbal presentations (college adjunct for 17 years teaching upper and intro level business courses), power point presentations, board meeting presentations.
- Bench scientist for 20+ years, excellent understanding of technology and its commercial applications.
- MBA since 1992, technology valuations, business plans, grant applications, market research, financial development and projections.
- Task oriented and goal focused, extremely detail oriented.
- Have given comprehensive business and technology advice to many different companies with a wide variety of technologies (software, biotech, precision manufacturing, environmental, and heavy industry manufacturing).

Presently

People of Size, *Contract Vice President of Finance and Operations* (www.peopleofsize.com),

- PoS is a very early start-up web site designed to offer support for large people (people of size) including emotional, expert advice, as well as clothing and adaptive equipment, etc. This is a new company, now in the process of raising funds for marketing and expansion.

February 1991 to Present

Growth Management, Inc. Cape Elizabeth, Maine, www.growthmanagement.com (founder)

Grant Management, Inc. Cape Elizabeth, Maine, www.grantmgt.com (founder)

Strategies for Capital Access, Product/Service Commercialization, Grant Preparation, Bid Analysis, and Project Planning.

- **Consulting:** Worked with technology companies to convert new and expandable technologies to marketable commercial products and services.
- **Grant Writing:** Expert in preparing federal SBIR (small business innovation research grants), state grants, and other grants directed toward for-profit companies and not-for-profit organizations. This includes research, editing, writing, assessing staffing needs, capacity planning, preparing budgets, and assembling complex grant packages for submission. Wrote, reviewed, and edited many federal and state grants.

Examples of Recent Work:

- Prepared the business model and a federal grant application for a software company that aggregates electronic medical data and uses it for predicting best practices in diagnosis and treatment.
- Developed a business model, full plan, and state grant application for a new welding technology. Helped "sell" the technology to major partners in the ground transportation and marine industries. Technology and company were purchased by an international supplier of welding equipment and technology.
- Recruited by a New York consulting firm to prepare a detailed commercialization strategy for a technical product developed at a national laboratory. This work was successfully completed to the great satisfaction of the contractors.
- Recruited by a New Jersey consulting firm to create a plan for a national competition to develop a commercialization program for a private research and development laboratory with over 500 research scientists. Finalist.
- Assisted an engineering group with preparing the time lines, milestones, projected generating capacity and demand, and timing of expenditures and revenues for a multi-million dollar power

generating and distribution development project. Wrote the business plan for this project, projected power needs, and helped raised the funds to make this project reality.

- Restructured the management and assisted in developing a long term management plan for a multimillion dollar per year plastics fabricator (growth rate of 30% per year).
- Assisted in managing growth and developed a funding strategy (funds were successfully raised) for the start-up, production, and market expansion of a small but fast growing New England Bakery, now distributing nationally.

September 1993 to Present

Southern Maine Community College, South Portland, Maine, *Adjunct Professor*, www.smccme.edu

- Taught business classes every semester since 1993 (Small Business Operations, Entrepreneurship,
- Marketing, Human Resources).

February 2004 to December 2009

IDC, Westbrook Maine

Vice President of Finance and Corporate Development

IDC developed a technology to protect personal information of individual and corporate customers from being used for nefarious purposes. Developed the business model, negotiated development contracts, wrote grant applications (funded), helped raise private funds for development, and assisted in setting up technology trials.

February 2000 to February 2004

Maine Technology Institute Gardiner, Maine, (www.mainetechnology.com)

Managed the investment process, develop and track technical and financial milestones, and supply ad hoc professional management and general business consulting to companies in the Information Technology, Biotechnology, Precision Manufacturing, Agriculture & Forestry and Composites Materials industrial technology sectors.

- Work with the management and principal investigators of funded companies to develop timelines and technical and financial performance milestones leading to project completion and commercialization. Monitor those milestones and judge whether funding should continue.
- Supply broad management advice in the context of the job to awardees on project management, strategy formation and implementation, and product applications and commercialization issues.
- Locate and develop lasting consulting relationships with expert technical peer reviewers from around the world.
- Organize and guide three professional industrial sector review boards comprised of a total of 35 technical and business professionals from the biotechnology, information technology, and advanced composite materials industrial sectors.
- Review dozens of investment memos, funding requests, and grant applications. Field hundreds of contacts from prospective applicants.

Sept 1995 to May 2001

Joseph's College (Standish, Maine), *Adjunct Professor in class and remote education programs.*

- Taught a variety of upper level business courses.
- Received "Outstanding CPS Faculty Award, BSBA, 1998.
- Wrote two extensive manuals (approximately 100 pages each with case studies) for Introduction to Business and Marketing Research classes. These were published and distributed by St. Joseph's Press.

May 1990 to May 1992, February 1995 to February 2000

Small Business Development Center (SBDC) at Coastal Enterprises, Inc., Wiscasset, Augusta, Waterville, Skowhegan, and Portland, Maine, www.ceimaine.org

- Management consulting to Maine's businesses that are in need of upgrading to computerized hardware and more advanced software systems, advancing telecommunications systems, and

training and implementing electronic data interchange (EDI) services -- all with the goal of increasing margins.

- From 1990 to 1992, worked with SBDC as an intern while attending graduate school. From 1995 to 2000, worked as a full time employee.

May 1992 to February 1995

Growth Management, Incorporated, Portland, Maine (moved to Cape Eliz., in 1998)

Post graduate school, developed Growth Management, Incorporated, Clients during this period include:

- The City of Augusta; prepared the financial analysis, capacity, payback period, and future cash flow projections for a multimillion dollar municipal project. Spoke at council meetings.
- A new public works infrastructure product designed to reduce long term maintenance costs of municipal and state streets. Worked to raise funds, arrange manufacturing, and set up trials in Maine communities.

January 1983 to May 1990

ImmuCell Corporation, Portland, Maine, www.immucell.com

Research and Development Protein Chemist/Immunochemist, Product and Project Manager

- Immunochemical research and new product development. Developed several products and helped bring the most attractive to market. Set up pilot manufacturing for new products at various locations around the US, wrote specifications for new products including an electronic comparative colorimeter designed for a specific diagnostic (diagnostic and colorimeter took 77% niche market share within 2 years of release). Developed dozens of hybridoma cell lines that generated highly specific monoclonal antibodies for diagnostic and therapeutic purposes.

March 1980 to January 1983

Atlantic Antibodies, Scarborough, Maine (research division sold to larger company)

Protein Chemist, later appointed Director of Protein Chemistry and Research for New Immunochemical Products

- Responsible for production and scheduled delivery of forty highly purified human protein isolates for raising purified antibody for diagnostic use. Managed a team of four immunochemists.
- Developed protein conjugates for diagnostic assays that secured substantial contracts for resellers.

May 1975 to March 1980

Tufts University Medical School, Department of Pathology / Immunology, Boston, Massachusetts.

Senior Research Technician

- Isolated and purified the cell surface components of the L2C leukemia cell line. Developed several methods for extracting high purity, high concentration tumor markers from certain cancer cells with the purpose of developing anti-idotypic antibodies. Researched the progression and differentiation of certain high cell surface CHO variant tumor cell lines in mice to study the how carbohydrate rich surface antigens affect metastasis.

September 1973 to May 1975

Sontag Cancer Research Institute, Chestnut Hill, Massachusetts

Undergraduate Research – one of several undergraduates chosen for a self-study

- Researched the effect of certain anti-metabolites on the progression of a solid tumor line in vitro and vivo. As an undergraduate, I was granted a budget, my own laboratory space, and keys to the science building so I could conduct my research at will.

Education:

- Boston College, BS in Biology
- University of Southern Maine, Masters in Business Administration
- Massachusetts Institute of Technology, Executive MBA certificate program
- Harvard Extension School, School of Public Health courses in Environmental Sciences
- Several professional certifications