



News From

Maggie Brooks

Monroe County Executive

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BROOKS ANNOUNCES THE ENTREPRENEURS NETWORK FIRST PUBLIC PANEL EVENT MAY 25

Companies Encouraged to Register at www.ten-ny.com

Monroe County Executive **Maggie Brooks** today announced that the first Panel Event, offered to the public as part of The Entrepreneurs Network (TEN), will be held Thursday, May 25 from 5:30 p.m. to 8:00 p.m. at Del Monte Lodge in Pittsford. The Panel Event is entitled "Venture Capital in 2006: Key Trends... Where And How To Find It... What Not To Do."

The Panel Event is open to the public. Pre-registration is required and can be completed online at www.ten-ny.com. The cost is \$35. Seating is limited.

"When we were developing The Entrepreneurs Network, we wanted to make sure all companies in our region could benefit from the national experience and expertise provided through the program," said **Brooks**. *"Panel events like this will be open to entrepreneurs interested in learning more about important strategic issues like venture capital and those interested in taking their companies to the next level."*

John Hession, Partner, McDermott Will & Emery LLP, will moderate the Panel Event. Panelists include the following leading national venture capital experts: **Frank Andrasco**, Partner, Egan-Managed Capital, **Greg Hulecki**, Managing Director, FA Technology Ventures, and **Jeffrey Vogel**, Managing Director, Velocity Equity Partners.

The event is being co-sponsored by Harter, Secrest & Emery LLP, Insero & Company, Excell Partners, Inc., High Tech Business Council and Renaissance Del Monte Lodge.

The inaugural class of twenty entrepreneurs began the TEN program May 3. The companies, located throughout the Rochester area, as well as Buffalo and Ithaca, represent a variety of high-tech industries, including biotech, energy, software, internet, telecom, photonics, and medical device imaging. In addition, participants average 5.3 years in business, with 9.2 employees, and projected revenues of nearly \$2 million.

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Background on The Entrepreneurs Network:

County Executive Maggie Brooks announced in January 2006, as part of her State of the County address, the formation of The Entrepreneurs Network (TEN). TEN offers a practical, business-oriented, and hands-on educational program in which entrepreneurs are exposed to world-renowned speakers with expertise in start-up companies. These experts will share information, including how to secure venture capital, form strategic alliances, identify market strategies and other practical information necessary to succeed in today's competitive business environment.

TEN is specifically designed for entrepreneurs who have already launched their business and are looking to dramatically improve the odds of growing revenues, improving fundraising success, developing an integrated and supported business plan, creating a dynamic management team, and understanding and capitalizing on unique customer and market opportunities.

The TEN program takes place over a six-month period and includes a Boot Camp, Workshops and Panel Events.

Candidates for TEN should be founders, CEOs or hold a controlling position in an established technology-based business.

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