

TOM SCHRYVER, CFA

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PROFESSIONAL SUMMARY

Entrepreneur and finance professional with experience in startups, angel investing, and venture capital as a founder and direct investor in startups, in VC funds, and advisor and limited partner board member; currently teaching venture capital, entrepreneurial finance, entrepreneurship and business strategy at the Cornell SC Johnson College of Business and serving as the David J. BenDaniel Faculty advisor for Big Red Ventures, the second-oldest MBA-run venture fund. Founded and serving as Executive Director for Cornell's Center for Regional Economic Advancement; CREA has successfully funded and launched nine program areas with over 40 active awards totaling over \$78m.

EDUCATION

Cornell University

Ithaca, NY

2002 Master of Business Administration

- Albert Fried Fellow – awarded to five of three hundred second year students each year based on academic performance and student leadership
- Elected to twelve-member Student Council; served as liaison with Administration
- Selected to serve as teaching assistant, Core Finance

1993 Bachelor of Arts, History and Government

PROFESSIONAL EXPERIENCE

2011 - **CORNELL UNIVERSITY**

Ithaca, NY

Present

2011 - *David J. BenDaniel Faculty Advisor, BR Ventures*

Present Cornell SC Johnson College of Business

Instructor / co-instructor in courses on entrepreneurship, venture capital, and entrepreneurial finance to graduate and undergraduate students.

- Serve as David J. BenDaniel Faculty Advisor to Big Red Ventures, Cornell's student-run venture fund
- Instructor for Entrepreneurial Finance at both Ithaca and Cornell Tech campuses
- Instructor for Cornell Management Simulation, a required end-of-program course for Johnson EMBA's
- Member of teaching team for eLab, Cornell's student business accelerator
- Instructor for NBA 5640 and NBA 3000, Designing New Ventures

- Instructor for NBAE 6830, Innovation and New Venture Creation
- Author, Startup Funding and Finance Certificate, eCornell
- Co-Author with Andrea Ippolito, Business Fundamentals for STEM Leaders Certificate, eCornell
- Advisor to students and alumni on venture fundraising, angel investing, and venture fund formation

2014 - *Executive Director, Center for Regional Economic Advancement*
 Present Cornell Office of the Vice President for Research and Innovation

Serving as founding leader of economic development group in Cornell's central administration. The Center's mission is to help job creation and economic diversification in Upstate New York by helping people start and grow companies. Accomplishments include:

- Writing a winning proposal to the US EDA to fund the expansion of BR Ventures
- Initiating and leading competition programs, including Cornell's leadership of the \$20m 76 West clean energy competition and Cornell's proposal to initiate and renew the \$15m Grow-NY food and agriculture innovation competition
- Lead funding and launch of NYS-funded BioEntrepreneurship Initiative to support development of future startup leaders in the life sciences
- Leading Cornell's engagement in the National Science Foundation I-Corps program, including the initiation of the Cornell I-Corps Site, Upstate NY I-Corps Node, and currently serve as Hub Director and Lead Instructor for the NSF I-Corps Hub: Interior Northeast; over \$22m in awards from NSF for I-Corps programs
- Leading the formation of the Southern Tier Startup Alliance, one of 10 Innovation Hot Spots designated by New York State and securing over \$2m in operating funding
- Establishing Rev: Ithaca Startup Works, the first business incubator in downtown Ithaca, and securing over \$3m in operating and capital funding
- Launching WE Cornell, a program to support the diversification of the entrepreneurial community at Cornell by developing entrepreneurial mindset and skills
- Hiring a hardware prototyping team lead and securing a \$50,000 grant from the Small Business Administration to pilot a Hardware Accelerator program and \$2.5m in grants from the US Economic Development Administration
- Leading Cornell's START-UP NY initiative, including being one of the first eight campus plans approved and attracting and sponsoring one of the state's first START-UP NY companies
- Serving as a key Cornell representative in state and regional economic development programs, including as regional Innovation working group co-chair, Southern Tier Upstate Revitalization Program subcommittee member, Southern Tier Regional Economic Development Council member and Southern Tier URI workgroup member, leading to \$500m in economic development funding awarded to the Southern Tier region

2012 - *Entrepreneur in Residence*
 2014 Entrepreneurship at Cornell

Advisor to Cornell students, faculty, staff, and alumni on startup company issues.

Accomplishments include:

- Regular invited guest speaker in entrepreneurship courses in the College of Engineering, Industrial and Labor Relations, Johnson Graduate School of Management, and the College of Agriculture and Life Sciences
- Advised multiple venture-backed startups on fundraising, investor and board engagement, financial planning, and terms and negotiation
- Advised a food company on a \$1m syndicated loan facility, enabling them to expand their production facility and product line
- Advised a consumer electronics product startup that raised \$498,000 on a \$100,000 Kickstarter goal
- Advised a consumer products rental company from startup to profitability

2011 - **ITHACA COLLEGE** Ithaca, NY
2014 *Visiting Lecturer*

Co-lead in new College-wide Entrepreneurship program housed in the School of Business. This program launched two entrepreneurship competitions and a new course in applied Entrepreneurship. Accomplishments include:

- An average of 6 new companies launched per year
- 65 students from across campus testing over 40 business ideas annually
- Mentored teams have received over \$500k in awards and investments
- Successful pilot project led to \$1m in program funding

2010 - **PIXL, LLC** Ithaca, NY
Present *Co-Founder*

Co-founder of business simulation software company that provides business strategy educational services. Accomplishments include:

- Successful company formation and growth without outside capital
- PI on two NSF-funded SBIR grants
- Led software licensing and successful migration to web platform
- Successful programs at universities in the U.S. and Europe with thousands of students

2009 - **INDEPENDENT CONSULTANT** Ithaca, NY
2013

Providing entrepreneurial training, strategic advice and financial expertise to regional start-ups, with projects including:

- Managed due diligence process for the strategic acquisition of an online retailer
- Financial analysis, business plan creation, and grant fundraising for a software company
- Strategy, financial management, partner development and patent portfolio management for a renewable materials company
- Corporate formation and grant applications for a pharmaceutical start-up
- Business planning and strategy development for a renewable energy firm
- Founding and launching a business training firm and bootstrapping it to revenues in the hundreds of thousands, including successfully securing a National Science Foundation grant and serving as Principal Investigator
- Serving as founding interim CEO and later Chief Investment Officer of LaunchNY, a nonprofit venture development organization serving upstate New York; wrote \$1.85m in funded grant applications

Specific functional areas of experience include:

- Closing millions in venture capital from institutional VC firms and angel investors
- Evaluation and management of intellectual property portfolios and licensing patents from universities in a variety of fields
- Cost-effectively managing key high-value vendor relationships for accounting services (audit and tax), human resources, and legal (corporate, licensing, and intellectual property)
- Securing millions in local, state, federal and non-governmental agency non-dilutive financing in the form of grants and loans
- Incorporating new ventures, forming boards, and managing corporate governance

2007 - **NOVOMER** Ithaca, NY
 2009 *Vice President, Finance & Operations*

Eighth hire into green materials firm; Responsible for financial management, administration, human resources, and operations, including:

- Assisted in raising and closing the company's first venture equity round, a \$6.6m Series A led by Flagship
- Led raise of \$2mm venture debt facility
- Initiated company's first audit which led to a clean opinion from company's inception
- Oversaw grant program, winning over \$3mm in grant awards and a \$75,000 local development loan for facility expansion

2003 - **TRIAD FOUNDATION** Ithaca, NY
 2007 *Director of Finance*

Managed all financial aspects of \$255mm family foundation, reporting to board of directors; duties included asset allocation and investment manager selection and oversight

- Diversified portfolio into emerging markets, hedge funds and venture capital

- Served on valuation / limited partner committee of venture firm
- Served on board of the Foundation Financial Officers Group (FFOG)
- Achieved 1.6% annualized outperformance versus core portfolio benchmark, creating \$13.6mm in additional value
- Implemented accounting system and financial policies from scratch
- Clean annual audits with minimal notes in management letters

2002 - **UBS WARBURG** New York, NY
2003 *Associate*

- Member of technology investment banking team, covering telecommunications equipment, software, and business services
- Participated in sale process of business services company for a financial sponsor client by providing valuation, competitive and target acquirer analysis

2001 **BANC OF AMERICA SECURITIES** New York, NY
Summer Associate

Summer internship with leading leveraged buyout group

- Analyzed several LBO credits across industries, including transportation, retail/apparel, and chemicals

1998 - **SEALAND / CSX LINES** Charlotte, NC
2000 *Project Manager*

Led IT side of yield management system for global container shipping company

- Proposed and designed data warehouse with analytical and reporting systems
- Implemented sales and marketing portion of proposed data warehouse; selected and configured business intelligence software interface, dramatically reducing reporting workload and increasing usefulness of sales and marketing data
- Managed eight full-time staff and consultants

1994 - **JAMES MARTIN & CO** Fairfax, VA
1998 *Consultant*

Provided systems development and business process consulting services to federal clients including Federal Energy Regulatory Commission, Federal Aviation Administration, Housing & Urban Development and Internal Revenue Service

CORNELL SERVICE

- Member, Johnson Graduate School of Management EMBA Metro NY program faculty committee, 2023 - present
- Committee member, Johnson Graduate School of Management entrepreneurship programs review, 2021 – present
- Committee member, Johnson Graduate School of Management Fried Fellows selection, 2019 – present
- Committee member, Vice President for Research and Innovation search, 2022
- Committee member, Financial and Organizational Management Lecturer Search, College of Veterinary Medicine, 2019
- Committee member, Minor in Entrepreneurship and Innovation, 2016
- Committee member, Entrepreneurship and Innovation Cluster Search, SC Johnson College of Business, 2016
- Board member, eLab, 2014 - 2018

BOARD AND ALUMNI SERVICE

- Board Chair, Business Incubator Association of New York State
- Board member, Britnell Ventures
- Board member, Fig Medical
- Board member, Ithaca Area Economic Development and chair, IAED Loan Committee
- Member, Southern Tier Regional Economic Development Council
- Member, NSF I-Corps Hub Council
- Past Limited Partner Committee Member, Cayuga Venture Fund
- Past Board member, Cornell Agriculture & Food Technology Park
- Past Co-President, Johnson School Alumni Club of the Finger Lakes
- Past Board President and Treasurer, Ithaca Community Childcare Center

PUBLICATIONS

Wang, S., Sauer, S.J., and Schryver, T.P., All in the timing: The benefits of early diverse and later shared task representation on team performance trajectories. *Small Groups Research*, May 2019, Volume 50, Issue 3