



# BDI in the

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# News

NJCU BUSINESS DEVELOPMENT INCUBATOR



BDI Advisory Council Member

BDI is proud to profile Khatmeh Osseiran-Hanna, Vice President for University Advancement at New Jersey City University and Executive Director of the New Jersey City University Foundation, Inc. A seasoned fundraiser with experience in the field of non-profit development, Ms. Osseiran-Hanna was previously assistant vice president of planned giving and senior major gifts officer at NJIT. Prior to working at NJIT, Ms. Osseiran-Hanna had been employed by Fairleigh Dickinson University, American University of Beirut, University of Balamand, Lebanon and the National Council on Canada-Arab Relations. Ms. Osseiran-Hanna holds a BA degree in international affairs from George Washington University, pursued graduate studies in Islamic studies and economics at McGill University and holds a certificate in planned giving from the College of William and Mary.

## BDI teams with The Co-Creativity Institute to assist IMI, PLC.

On January 29, three BDI companies went to Stevens Institute of Technology to participate in strategic planning sessions for more than 70 managers from IMI, PLC on issues related to creativity, innovation and entrepreneurial processes. IMI PLC is a world-wide engineering company headquartered in England, with more than 14,000 employees in 45 countries. Quoting Dr. Christopher Barlow of the Co-Creativity Institute, Glen Ellyn, IL, who served as facilitator: “the assumption is that while successful strategy and effective execution must be logical, it cannot be simply deduced or calculated rationally. It takes smart people immersed in a unique strategic context to recognize the opportunities and realities that others miss.” It was an honor that Dr. Barlow chose BDI as a resource and selected Achma Asokan of GSAI, Jacob Bindler of MET Tech, and Michael Phipps of Tornier Orthopedics, along with the BDI Director to “cross pollinate with the group” in his words, and to help IMI managers accelerate their creative thinking about strategic and ethical issues.



Gina Boesch (L) with Michael Phipps, Achma Asokan, Jacob Bindler and Dr. Chris Barlow

## BDI Director named to Hudson County Economic Development Committee

Gina Boesch was appointed to the Hudson County Comprehensive Economic Development Strategies Committee (CEDS) and sworn in by the County Clerk on February 8, 2008. Selected for “her commitment and dedication to our community” by Thomas DeGise, the County Executive, the Committee will formulate strategies to acquire grants from the federal Economic Development Administration.

## Clear Rock leaves BDI for larger offices in Jersey City Financial District

Clear Rock Associates is a boutique investment banking house located in the heart of Jersey City's financial center. CRA assists owners of closely held corporations plan for a successful exit, sell their companies, evaluate and execute growth strategies, and effectively finance their business. Their goal is simple: return maximum value to shareholders - whether buying, selling, or operating a company. As a boutique firm, Clear Rock is able to offer personalized, high-touch service to each of their clients. A thoroughly systematic approach leads to our high success rate. They are integrated into all facets of each deal, with the ultimate goal of a successful transaction for their client. With access to thousands of funding sources- ranging from private equity and hedge funds to strategic buyers- Clear Rock is uniquely positioned to help you with your transaction needs, and they offer an array of services to their clients. Their "white glove" approach brings a high level of sophistication and service to the lower middle market, including M&A Advisory (Buy/Sell a Company; Corporate Strategy; Capital Sourcing, and Corporate Finance. Contact Clear Rock at

[www.clearrock.net](http://www.clearrock.net) for more information on how they can assist your company.



### Mutationengine:

Mutationengine, in collaboration with Endless Films, is currently in production on a feature documentary adaptation of a book by New York Times best selling author Edwin Black. Principle photography has been completed in the US, Poland, and the United Kingdom, with additional filming to follow in Germany. The film is on track to be completed in 2008, with international distribution to follow.

## Jacob Bindler of MET Tech, Inc. meets with NJCU SIM Group



What better way to learn about the risk-rewards of investing in new technology than to listen to the CEO of BDI company, MET Tech, Inc. The Student Investment Management (SIM) Group is comprised of undergraduate and graduate student members. Through the generosity of several benefactors from the Jersey City community, a student managed investment fund is now part of the permanent endowment of NJCU. Led by Finance professor Dr. George Li, SIM Group members manage an investment portfolio, gaining experience

in analyzing, selecting and investing in securities. Along with Finance and Accounting majors, student members have included Computer Science, Economics, Fire Science, and Political Science. Their investment portfolio currently consists of ten stock holdings and has consistently out-performed the S&P 500 index. For example, The SIM Group portfolio return (the money-weighted return for the investment) was 11.27% while the S&P was -1.37% for the second half year 2007.

# KUDOS