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NATHAN J. LILLEGARD

Eugene, Oregon, USA | 541-868-4947

nlillega@uoregon.edu | <https://www.linkedin.com/in/njlillegard/>

Entrepreneurial practitioner of business growth and development with experience guiding firms from startup to self-sustaining operations. Educator and advocate for entrepreneurs of all types. Researcher and consultant in the field of new venture funding and capital access.

PROFESSIONAL EXPERIENCE

CAPITAL ACCESS DIRECTOR, RAIN CATALYSTS, EUGENE, OR AUGUST 2022- PRESENT

Contracted advisor focused on guiding growth-oriented firms in Oregon to funding sources. Specifically targeting scalable firms with interest in crowdfunding equity or debt offerings by preparing venture for a national crowdfunding platform, Republic.com.

FOUNDER AND CEO, FLORAGENEX, INC., EUGENE, OR JUNE 2006 – AUGUST 2012

Founded, funded, and grew genomics services company based on technology licensed from the University of Oregon. Directly managed a team of up to ten, supervised corporate strategy, legal, and financial activities to raise over \$1Million in capital and achieve over \$1Million in annual revenue.

PROCESS ANALYST, ORCOM SOLUTIONS, BEND, OR JANUARY 1999 – AUGUST 2004

Internal consultant focused on corporate-wide continuous improvement systems, responsible for planning, organizing, and leading process improvement projects. Facilitated cross-functional teams to address operational improvement opportunities in for software development and business process outsourcing services.

ACADEMIC AND PROGRAM EXPERIENCE

INTERIM DIRECTOR, LUNDQUIST CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF OREGON, NOVEMBER 2021 – SEPTEMBER 2022

Guided the Lundquist Center programs and activities focused on student experiences and courses for graduate and undergraduate students. Recruited and directed student and professional contractor staff to assist with program execution, communications, and student venture advising.

INSTRUCTOR OF MANAGEMENT (ENTREPRENEURSHIP), LUNDQUIST COLLEGE OF BUSINESS, SEPTEMBER 2012 – PRESENT

Engaged in development, delivery, and adaptation of course work focused on New Ventures and Entrepreneurship. Adapted graduate specialization pedagogy to modern standards of Lean Startup methodology. Evolved MBA course in New Ventures to apply to

Sports Product Management Master's Program requirements. Developed and delivered the online version of undergraduate introductory entrepreneurship course.

PROGRAM MANAGER, LUNDQUIST CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF OREGON, SEPTEMBER 2012 – SEPTEMBER 2022

Managed the academic, community outreach, and industry relationships for the University of Oregon's hub of Innovation and Entrepreneurship. Programs included campus wide events and competitions, experiential education trips, speakers, and engagements both domestic and international. Oversaw the Oregon MBA Innovation and Entrepreneurship specialization curriculum, programming, and advising for an average of 25 students a year.

DIRECTOR, NEW VENTURE CHAMPIONSHIP, LUNDQUIST COLLEGE OF BUSINESS, UNIVERSITY OF OREGON, DECEMBER 2017 – AUGUST 2022

Directed the activities of the annual Oregon New Venture Championship competition. Recruited and managed over 100 volunteer judges each year. Planned competition activities and programming including evolution to a virtual event in 2021 and a hybrid virtual/in person event in 2022. Engaged global teams and advisors to recruit top collegiate competitors to the event. Managed the budget, sponsorships, and marketing efforts in collaboration with Lundquist College and other University of Oregon staff and students.

SPONSORED PROJECTS

OREGON CAPITAL SCAN, 2014 – 2022, BIENNIAL REPORT ON SOURCES AND FLOWS OF CAPITAL INTO AND THROUGH THE STATE OF OREGON.

All Oregon Capital Scan projects have been funded by the Oregon Community Foundation through grants to the University of Oregon. OCF gathers funds for the project from an array of public and private sources seeking to identify and analyze the business capital ecosystem in Oregon.

2022, Principal Investigator and Project lead. Responsible for coordinating project requirements, gathering stakeholder agreement and securing funding. In 2022, focused on integrating UO Institute for Policy Research and Engagement (inside PPPM) as new responsible party at UO for this work. Total project budget: \$75,000

2020, Principal Investigator and Project Lead. Responsible for coordinating project requirements, gathering stakeholder agreement and securing funding. For 2020, adapted the report to include CARES Act funding and other COVID related funding sources. Total project budget: \$74,026

2018, Co-PI with Michele Henney. Responsible for gathering and analyzing data related to equity investing, crowdfunding, and state agency business support programs. Total project budget: \$62,500

2016, 2014, Contributor and editor; Responsible for gathering and analyzing data related to equity investing, crowdfunding, and state agency business support programs.

TECHNOLOGY ENTREPRENEURSHIP PROGRAM (TEP), 2013 – 2016, SUMMER PROGRAM FOCUSED ON TECHNOLOGY VENTURE DEVELOPMENT.

Funded by Oregon Community Foundation 2013-2015; Total grant value: \$75,000. Total student participation 2013-2015: 62

Coordinated activities for student teams (MBA, Law, and Sciences PhD) to evaluate new venture opportunities related to technologies developed by partner institutions. Engaged with regional (PNW) partners to evaluate potential project opportunities. Partners included: UO Technology Transfer, Pacific Northwest National Lab, National Energy Technology Lab, Oregon Nanoscience and Microtechnology Institute, Vertue Lab, Oregon Health Sciences University, Oregon Translational and Research and Development Inst.

UO/KARAKORAM INTERNATIONAL UNIVERSITY (PAKISTAN) PARTNERSHIP 2014-2015 AND 2018-2019

Served as a team member on a US State Department funded project to establish a Center for Sustainable Entrepreneurship at Karakoram International University in Gilgit, Pakistan (2015) and develop opportunities for female entrepreneurs in the Gilgit-Baltistan region (2019) of Pakistan. Both projects were coordinated through the UO Center for Asian and Pacific Studies and were supervised by Professor Anita Weiss.

Hosted faculty from KIU in 2014, 2015, and 2019 for observation of the Lundquist Center for Entrepreneurship. Shared practices related to curriculum development, community engagement, and pedagogy.

Traveled to Pakistan in Fall 2015 and Summer 2019 to observe implementation of lessons learned in Oregon and the development of the center and community at KIU. 2019 trip included Professor Mike Russo of the LCB Management department.

COURSES TAUGHT

MGMT 645, NEW VENTURE SCALING

FALL 2022

Co-developed new graduate level course with Andrew Nelson to align with amended Innovation and Entrepreneurship Graduate Specialization. Adapted content from previous ACTG 620 (Entrepreneurial Accounting) course and other topics to form a new course focused on scaling ventures from startup to maturity.

MGMT 625 NEW VENTURE PLANNING

FALL 2012 – FALL 2020

Adapted the established new ventures course to reflect contemporary approaches to entrepreneurship known as ‘Lean Startup’ methods. Applied financial and business modeling software tools such as LivePlan and other business modeling and forecasting systems. Coordinated mentor engagement with student venture teams.

MGMT 625 SPORTS PRODUCT MANAGEMENT NEW VENTURE PLANNING

FALL 2015- PRESENT

Developed and delivered a Sports Product Management specific version of this course. Key differences include greater focus on the unique aspects of physical product ventures, integration with SPM Accounting and other courses to reflect a team approach to instruction in the SPM Program, Application of financial and business modeling tools such as LivePlan and other business modeling and forecasting systems.

Adapted MGMT 625 for SPM Online program – Delivered Summer 2020 & Winter 2022

MGMT 635 RECOGNIZING OPPORTUNITIES

SPRING 2020, WINTER 2021

Delivered graduate level introductory Entrepreneurship and Innovation course.

MGMT 609 VENTURE STARTUP PRACTICUM

WINTER 2013 – SPRING 2022 (OFFERED BOTH WINTER AND SPRING TERMS)

Facilitated practicum for the Innovation and Entrepreneurship Graduate Specialization.

Coordinated student venture team applications to outside venture competitions.

Recruited and coordinated venture mentors from local community.

Coached student ventures in competitions including 1st Place 2016 Bangkok Business Challenge, and representatives of UO to many other competitions.

Advised student through venture startup process. 2013 – 2019 results: 10 Ventures Launched, \$20.35 Million funding by those firms.

MGMT 609 STRATEGIC PLANNING PROJECT

WINTER 2013 – SPRING 2022 (OFFERED BOTH WINTER AND SPRING TERMS)

Facilitated and guided student consulting engagements with community based entrepreneurial ventures. Clients included: Arcimoto, Eugene YMCA, Synergy Air, Sustainable NW Wood

MGMT 607 MBA ENTREPRENEURSHIP SEMINAR

FALL 2012 – SPRING 2019 (DISCONTINUED IN FALL 2019)

Managed MBA Innovation and Entrepreneurship student engagement with co-curricular activities focused on the Innovation and Entrepreneurship graduate specialization.

Identified and facilitated guest speakers, engaged with community mentors and entrepreneurs, planned and executed experiential learning travel for students.

MGMT 335 LAUNCHING NEW VENTURES

WINTER 2019 – SUMMER 2022

Delivered undergraduate introductory Entrepreneurship course. Augmented standard course materials with a new online 'Experiential Entrepreneurship Curriculum (ExEC)' - <https://teachingentrepreneurship.org/exec/>

ASYNCHRONOUS ONLINE MGMT 335 LAUNCHING NEW VENTURES

SUMMER 2021 – SUMMER 2022

Adapted undergraduate introductory entrepreneurship course as part of UO Online Course Initiative, Winter 2021. Adapted lectures and other course materials to asynchronous delivery modality and built the course around the online 'Experiential Entrepreneurship Curriculum (ExEC)' - <https://teachingentrepreneurship.org/exec/>

BA 199 INTRODUCTION TO ENTREPRENEURSHIP

SPRING 2016

Delivered general entrepreneurship course to undergraduate students. The focus of this course is developing student understanding of the context of entrepreneurship in society, building familiarity with the terms and processes within the entrepreneurial journey, and identifying personal and professional traits of successful entrepreneurs.

BA 400M INTEGRATED PRODUCT DEVELOPMENT AND NEW BUSINESS MODELS

SPRING 2015

Designed and developed an integrated course for business and product design majors with Jason Germany, professor of Product Development. This effort was supported through the UO Williams Fund 2014-2015. This course seeks to combine two fields of study, product design and business entrepreneurship to allow teams of undergraduate students to tackle new venture opportunities and allow for these students from different majors to learn complementary skills and theories.

DIRECTED STUDENT LEARNING

SPRING 2014 – PRESENT

Directed over 20 independent study, reading, and/or research projects for MBA and undergraduate students. Typical scope includes the identification of a topic related to a student's entrepreneurial or career objectives and development of data and reporting to support those efforts.

CLARK HONORS COLLEGE

Advised UO Clark Honors College thesis development for Lundquist College / Clark Honors College students Gabriele Chodosh, 2018; Bretten Farrel 2022

UNIVERSITY OF OREGON SERVICE

ENGAGING ASIA – MBA EXPERIENTIAL STUDY TOUR

FALL 2012 – FALL 2019

Collaborated with other Lundquist College faculty and staff to organize student tours to Asia. Gathered contacts and coordinated visits for Innovation and Entrepreneurship, Finance, and Sustainable Business focused MBAs. Coordinated engagements with business leaders and UO alumni in the following cities: Shanghai, Beijing, Hangzhou, Suzhou, Hong Kong, Shenzhen, Mumbai, Bangkok.

SEARCH COMMITTEES

- Clark Honors College: "Entrepreneurship and Social Justice" Instructor, November 2021 – March 2022
- Lundquist College of Business Career Services Director search, April 2018 - July 2018 and April 3, 2017 - June 9, 2017.
- Lundquist Center for Entrepreneurship, Undergraduate Program Manager Spring 2015.
- Warsaw Sports Marketing Center, Program Manager, Spring 2015

- UO Foundation Seed Fund – Coordinator of student analysts and review of investment deal flow, September 2014 – October 2016
- UO Economic Development Committee Member, 2018 - present

COMMUNITY SERVICE

ONWARD EUGENE – ENTREPRENEURIAL ADVISORY BOARD MEMBER

JUNE 2022 – PRESENT

RAIN EUGENE – MENTOR AND ADVISOR

2016 – FALL 2019

OREGON ENTREPRENEURS NETWORK – AWARDS JUDGE

2017 - PRESENT

OREGON BIOSCIENCE ASSOCIATION – MENTOR

2018-2019

EDUCATION

JUNE 2006

MASTERS OF BUSINESS ADMINISTRATION, UNIVERSITY OF OREGON, LUNDQUIST COLLEGE OF BUSINESS

Innovation and Entrepreneurship focus.

Graduate Teaching Fellow in the Lundquist Center for Entrepreneurship, 2005-2006

Technology Entrepreneurship Program Fellow, 2005

JUNE 1998

BACHELOR OF ARTS, PLANNING PUBLIC POLICY AND MANAGEMENT, UNIVERSITY OF OREGON

MINOR, BUSINESS ADMINISTRATION

Submitted for review – October 3, 2022

A handwritten signature in black ink, appearing to read 'Abe [unclear]', written in a cursive style.