

Curriculum Vitae

Scott F. Meadow

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EDUCATION

M.B.A., Strategy and Finance, Harvard Business School
A.B., *magna cum laude*, British History and Literature, Harvard College

ACADEMIC EXPERIENCE

The University of Chicago Booth School of Business

1999–Present *Clinical Professor of Entrepreneurship*

- Taught 250 classes over 19 years, four courses; educating roughly 10,000 students across the Full-time, Part-time, Weekend, and Executive IMBA programs, average course ratings 4.6/5.0, average number of hours/week 10.1. Taught 60 Executive Education programs centered on entrepreneurship in Chicago, London, Paris, Brussels, Warsaw, Mumbai, Delhi, Bangalore, Singapore, Sao Paulo, Rio de Janeiro, Porto Alegre, Dubai, Buenos Aires, Mexico City, Beijing, Shanghai and Hong Kong
- Created and instructed *Commercializing Innovation*, a course focused on performing the pre and post investment due diligence associated with analyzing emerging and highly levered enterprises, including developing the economics and strategic direction of private equity and venture capital projects
- Instructed *Entrepreneurial Finance and Private Equity*, a course with the chief objective of providing an understanding of valuation, security design, financial structure, debt and equity, term sheet tradeoffs, negotiation, and financing strategies for Private Equity and Venture Capital Projects. Includes organic and inorganic growth policies and how these decisions affect the Entrepreneur, General Partner and Limited Partner
- Instructed *The New Venture Challenge*, an experiential class centered on developing projects from the perspective of the entrepreneur. I remain a judge for the competition
- Founding faculty sponsor for the Chicago Private Equity Network (CPEN)
- Founding faculty director of the Venture Capital Investment Competition (VCIC), overseeing teams winning International Contest First Place (2010) and International Contest Second Place (2011)

2008–2012 *Faculty Director of Global Initiatives*

- Led initiatives to increase university scholarships, cultivate relationships, and develop international Academic Centers that employ content from across the University of Chicago
- Designed a “Hub and Spoke” system for non-degree granting Academic Center deployment, consisting of “30,000 Sqr. Ft. Hubs” for centers in Beijing, Mumbai/Delhi, and Sao Paulo
- Developed an alumni committee structure to aid in the development of all “Country” initiatives
- Reported to the Dean of Chicago Booth and interfaced with regional university faculty committees (India and China) on academic center format and content

2009–Present *Academic Director, Institutional Limited Partner Association (ILPA)*

2010–Present *University of Chicago Polsky Innovation Fund Advisory Committee / Three-Person Steering Committee*

- Supervisory body that oversees the allocation of funds and provides management assistance to individual projects originating at The University of Chicago
- Designed and assembled the Innovation Fund Associate Program, a select cadre of non-Booth Graduate Students from throughout The University of Chicago, including The Law School, Biological Sciences, Harris School of Public Policy and College tasked with evaluating projects brought to The Innovation Fund for funding consideration

HONORS AND AWARDS

- 2011 recipient of the Richard J. Daley Award. The Daley Medal acknowledges a single individual who has given direct and extraordinary support to the state of Illinois by participating in or being an advocate for the venture capital and private equity industry
- 2010 Faculty Excellence Award: honors those faculty members who have demonstrated an exceptional commitment to teaching
- Recipient of the Class of 2002, 2003, 2004, and 2005 Phoenix Award (selected by students for displaying exceptional commitment to students out of the classroom)
- Voted one of the top entrepreneurial professors in the world by Hot Topics
- Designated as one of the outstanding entrepreneurial professors in the United States, *Business Week*, “Guide to the Best Business Schools,” 2003, 2005
- Recognized by *Venture One* (1998) as one of the outstanding healthcare investors
- Recipient of the 1996 Young Leadership Award, awarded by the Jewish Federation of Chicago

PRIVATE EQUITY EXPERIENCE

Approved hundreds of equity financings. Active in fundraising. Originated or created more than sixty investments, including two dozen healthcare services companies, over a dozen consumer services and retail companies, as well as companies enhanced by the Internet

2005–Present *Associate Partner*, The Edgewater Funds, Chicago, IL

- Founded in 1991, The Edgewater Funds is a private equity partnership with Lazard Frères, specializes in middle market growth capital investments, and has over \$1.0 billion in capital under management. The firm maintains offices in Chicago, IL
- Attribution/Lead Investor/Board of Directors: Barrier Safe Solutions

1995–2003 *General Partner*, Sprout Group, Chicago, IL

- Founded in 1969, Sprout Group is the venture affiliate of Donaldson, Lufkin, & Jenrette (DLJ), and raised nearly \$3.0 billion in committed capital from leading institutional investors. The firm maintained offices in New York, NY, Menlo Park, CA and Chicago, IL
- Attribution/Lead Investor/Board of Directors: Epotec, Healthcare Innovations Inc., Heritage Health Systems, Intercardia, Life Mark Health Management, NeuroSource Inc., Pathology Partners Inc., Sunrise International, and Aspen Education Group

1992–1995 *General Partner*, Frontenac Company, Chicago, IL

- Founded in 1971, Frontenac is a Chicago-based private equity firm that raises capital from investors with long investment horizons. Since its inception, the firm has managed over 200+ family business transitions
- Attribution /Lead Investor/Board of Directors: Champion Healthcare Corp, Coventry Corp, Elder Health, MedPartners Inc., Sunrise Assisted Living, Surgical Health Corp, Chernins Shoes Inc., CompUSA, Kidsource, PetStuff Inc./PetsSmart Inc., Ulta3 Inc., Zany Brainy Inc., Grimes Kill, Regent Lighting, and We Do Inc.

1983–1992 *General Partner*, William Blair & Company, Chicago, IL

1983–1992 *Partner*, William Blair & Company, Chicago, IL

1982 *Associate, William Blair & Company, Chicago, IL*

- William Blair, a full line investment banking partnership, was founded William Blair Venture Partners (WBVP) in 1982
- Attribution/Lead Investor/Board of Directors: HealthSouth Corp, Intermedics Intraocular, Managed Health Network, Business Depot Ltd., Calumet Holdings, Early Winters Inc., Staples, Streamers Inc., and The Sports Authority

1980-1982 *General Strategy Consultant, Booz Allen and Hamilton, Chicago, IL*

June 1979–August 1979 *Associate, The Boston Consulting Group, Chicago, IL*

PROFESSIONAL ACTIVITIES

- Former Board of Directors, Chairman of the Compensation Committee, National Equipment Services
- Board of Directors, Chairman of the Compensation Committee, Advanced Life Sciences
- Board of Directors, Barrier Safe Incorporated (Private)
- Board of Advisors, Invenergy
- Board of Directors, Generation One (Private)
- Advisor, Anka Capital

ADDITIONAL ACTIVITIES

- Harvard College Visiting Committee
- 25th/30th Reunion Finance Committee Harvard College
- Economic Club of Chicago
- Former President, Parents Committee, Phillips Exeter Academy, 2003-2006
- Former Director, Ravinia Music Festival
- Former Board of Directors, North Shore Country Day School
- Former Board of Directors, The Jewish Federation of Chicago

BUSINESS CASES AUTHORED

- “Kumbuya,” Application of the unit model to social media and internet commerce
- “Big Marker,” Application of the unit model to social media and internet commerce
- “Angstrom Media,” Financing strategy, structure, and security design
- “Visible Interactive Term Sheet,” The fundamentals and negotiation of a venture capital term-sheet
- “Save A Buck,” The venture capital deal: Valuations, structure, and term sheet design
- “Able Care Products,” The fundamentals and financing of the lower middle market buyout
- “Wentworth Browning,” The management buyout: The role of the sponsor and returns to all participants
- “InterWorkings,” Taking a public company private: From unit model to purchase
- “EMD,” Financial planning in a down round
- “QIS,” Fundamentals of a lower middle market buyout
- “NerveCorp,” Restructuring and Dilution
- “Careers in Private Equity,” A practitioner’s guide
- “I Love Cash Flow,” The practitioner’s guide to analogs and unit models
- “Burrito Beach,” Valuation and Structure of a Venture Capital Project
- “JustGrapes,” Analogs and cost components and the use of research to develop the economics of the business
- “Vision Enterprise,” The geographic unit model and the use of regional advertising in establishing a brand
- “Sunrise Assisted Living,” The specialized asset as a unit model
- “Galen Nanosystems,” The economics of a technology driven unit model
- “Slab Technology,” How Research and Development inform the investment at the unit level
- “SenreQ,” Waste, Energy Technology, and the geographic unit model as a function of distance
- “The Sports Authority,” Utilizing market research to verify analogs
- “Advanced Life Sciences,” Utilizing grants, off-shoring, and joint ventures to minimize cash investment
- “Search Channel,” The unit model system applied to the internet
- “Aspen Youth Services,” The unit model as an “outpost”
- “Pay Ease,” A review of Entrepreneurial Economics
- “Wind Energy Maintenance,” Start-up: A Geographic Unit Model
- “Healthconnect,” Using unit model analysis to select a strategy
- “Swing-Byte,” The Geographic Unit Model in the Consumer Space
- “Healthconnect,” Utilizing the unit model to prioritize markets

- “Boulder Healthcare,” Understanding the Acquisition of a platform company and the ongoing insertion of tuck in acquisitions in anticipation of selling the asset during an M&A transaction
- “Seurat Therapeutics,” examining the role of grants and offshoring and joint ventures in bringing down the cash investment of a disruptive new concept

EXPERT REPORTS AND TESTIMONY

- **In the Matter of Advanced Equities.** Case settled prior to report filing (2012)
- **Confidential Private Arbitration Hearing, Private Equity Firm v. Manufacturing Company, United States.** Report(s) filed (2013). Testimony (2013)
- **In re Williamson, SEC Administrative Proceeding File No. 3-15430.** Report filed (2013).
- **Continuum Managed Services, LLC, v. Zenith Infotech.** The American Arbitration Association, Case No. 50-117-T-001067-13. Disclosure filed (2014).
- **Confidential Arbitration between Investors in a Private Equity Fund General Partnership and the Management Company.** Report filed (2014). Arbitration testimony (2014).
- **Colin Veitch et al., v. Virgin Management USA, Inc. et al.** United States District Court, Southern District of Florida, Case No. 15-20989-CIV- MOORE/MCALILEY. Report(s) filed (2015).
- **Severstal Columbus Holdings, LLC. v. Willis of Wisconsin, Inc.** Circuit Court of the State of Wisconsin, Waukesha County, Case No. 15-CV-1629. Report(s) filed (2016)(2017). Deposition testimony (2018). Trial testimony (2018).
- **Cornerstone Healthcare Group Holding, Inc., Plaintiff, v. Reliant Hospital Partners, LLC, Nautic Partners LLC, Michael Brohm, Patrick Ryan, Kenneth McGee, Jerry Huggler, Chad Deardorff, et al.,** Judicial Court of Dallas County, Texas, Case No. DC-11-04339. Report filed (2016).
- **Vista Outdoor Inc. v. Reeves Family Trust, Michelle Wilkens, Jeremy Wilkens, and Kyle Reeves.** U.S. District Court, Southern District of New York, Case No. 1:16-cv-05766-JSR. Report filed (2016). Deposition testimony (2016).
- **Confidential Dispute, Private Equity Firm v. Claimant, United States..** Declaration filed (2017).
- **Confidential Arbitration, Private Equity Firm v. Private Equity Firm, Brazil.** Report filed (2017).
- **Confidential Arbitration, Claimant v. Private Equity Firm.** Report (2017).
- **Confidential Arbitration, Claimant v. Private Equity Fund General Partner.** Report(s) filed (2018). Arbitration testimony (2018).
- **Confidential Dispute, SEC Investigation of Private Equity Firm.** Declaration filed (2018).

- **Confidential Arbitration, Claimant v. Private Investment Fund Manager.** Report filed (2018). Deposition testimony (2018).
- **Confidential Arbitration, Claimant v. Private Equity Firm.** Report(s) filed (2018). Testimony before a three person international arbitration panel in Hong Kong (2019).