

# DAVID R. LOHR, MBA

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## SUMMARY

Management consultant, adjunct professor, entrepreneur & corporate CEO with hands-on experience in for profit and not for profit firms. Proven expertise in marketing, global new business development, product management, operations, business incubation and R&D in the biosciences, specialty chemicals, advanced materials and manufacturing sectors. Demonstrated strong technical, financial, strategic, interpersonal and managerial skills in large and small capitalization organizations. Experience negotiating joint ventures, equity investments and technology licenses.

## EXPERIENCE PROFILE & PROFESSIONAL ACCOMPLISHMENTS

### **NAVIGATION POINT ADVISORS** — Moneta, VA

**2013 - Present**

A consulting practice targeting communities, universities, economic development organizations & entrepreneurs committed to innovation, technology commercialization and new venture creation for growing local economies.

#### ***President & CEO***

### **VIRGINIA TECH Pamplin School of Business**— Blacksburg, VA

**2015 - Present**

Instructor for Freshman Course “Foundations of Business”, Junior Course Management Theory & Leadership Practice and previously instructor for MS in IT course “Strategic Leadership in Technology Based Companies”.

#### ***Adjunct Professor of Management***

### **VIRGINIA COMMONWEALTH UNIVERSITY (VCU)** — Richmond, VA

**2014 - 2015**

Co-Instructor for VCU’s daVinci Center graduate level course Technology Principles for Product Innovation. Instructor for Executive MS IT Management Innovation Module. Mentor for Entrepreneurship Course Teams.

#### ***Adjunct Professor***

### **COMMONWEALTH CENTER FOR ADVANCED MANUFACTURING** — Prince George, VA

**2011 - 2013**

Translational research center for advanced manufacturing technologies.

#### ***President & Executive Director***

Founding President & Executive Director of the Commonwealth Center for Advanced Manufacturing (CCAM). Implemented required business, legal and governance structures. Built and equipped 60,000 square foot research center. Initiated \$2 million of research at member universities. Recruited initial research and administrative team. Doubled industrial membership.

### **VIRGINIA BIOTECHNOLOGY RESEARCH PARK** — Richmond, Virginia

**2000 - 2011**

Adjacent to the VCU MCV College of Medicine Campus, the Park houses over 55 life science companies.

#### ***Vice President, Business Development & Executive Director, Virginia Biosciences Development Center & the Dominion Resources GreenTech Incubator***

Architect and Founding Executive Director of the Virginia Biosciences Development Center (VBDC), a bioscience business incubator affiliated with VCU, and the Dominion Resources GreenTech Incubator (DRGI) focused on clean energy incubation. Recruited DRGI title sponsor and both domestic and Israeli start-ups as clients. VBDC incubator graduate Kaleo Pharma (formerly Intelliject), Inc. completed a \$230 million deal with Sanofi-Aventis in November 2009; Sanofi-Aventis launched the Auvi-Q™ auto injector in the 4<sup>th</sup> quarter of 2012.

Developed & co-taught VCU graduate level course: “Bioscience Business Basics for Life Scientists”. Served on the Virginia Small Business Initiative at the request of the Secretary of Commerce & Trade. The initiative formulated proposed new small business policies to Governor Warner’s Administration. From 2004-05 served as grant reviewer for National Science Foundation’s Partnership for Innovation Awards Program. From 2000-2004, served as organizer and moderator for the Virginia Biotechnology Association’s Virginia Bioscience Investors’ Conference featuring regionally based life science companies seeking equity capital.

**BIO/START BioMedical Startup Center** — Cincinnati, Ohio

1998 - 2000

BIO/START is Cincinnati's biomedical business incubator.

**Vice President, Client Assistance**

Managed tenant services for an Ohio biomedical incubator affiliated with the University of Cincinnati, Cincinnati Children's Hospital and Shiners' Burn Center providing consultation and business services to 14 emerging bioscience companies. Secured funding (\$50,000 grant) and directed the BioXperience™ Business Intern Program with Xavier University and the Kauffman Center for Entrepreneurial Leadership. Developed and co-taught with Xavier faculty a graduate course entitled "Drafting an Effective Biomedical Business Plan".

**GYNECONCEPTS INC.** — Cincinnati, Ohio

1996 - 1998

An early stage technology company developing innovative health care diagnostics for women.

**President & CEO, Director**

Raised \$770,000 in new equity capital for an early stage technology company developing innovative health care diagnostics for women. Qualified company for the Ohio Technology Investment Tax Credit Program.

**MEDISORB TECHNOLOGIES INTERNATIONAL, L.P.** — Cincinnati, Ohio

1993 - 1996

A leader in the development of injectable controlled release drug delivery technologies for the pharmaceutical industry. A joint venture between DuPont and Stolle Research &amp; Development Corporation.

**President & Director**

Led this Stolle-DuPont global joint venture developing injectable controlled release drug delivery technologies for the pharmaceutical and biotech sectors. Expanded staff from 28 to 150 employees and grew R&D annual revenues from \$1.5 million to over \$9.0 million in 5 years. Identified, negotiated and closed 12 drug delivery technology licensing deals with major pharmaceutical or biotechnology companies including Johnson & Johnson, Novartis, Boehringer-Ingelheim, Purdue Pharma, Merck, and others. Retained investment banking firms J.P. Morgan and Vector Securities International to facilitate successful acquisition of Medisorb by publicly traded drug delivery firm. 3 FDA approved drug delivery systems ultimately resulted from this company.

**E.I. DUPONT DE NEMOURS & CO., INC.** — Wilmington, Delaware

1972 - 1993

Fortune 500 chemical and related products company.

**Vice President Business Development, Medisorb Technologies** (1990-1993)

Resourced Medisorb JV with key scientific and manufacturing talent from DuPont. Identified and negotiated the initial group of feasibility research project agreements with pharmaceutical partners, including multiple international firms.

**General Manager, DCV Biologics** (1990-1993)

Founding General Manager for this DuPont-ConAgra joint venture seeking to create nutritional biologics from chicken eggs using hyper immunization technologies.

**Chairman of the Board, Stolle Egg Biologics International** (1990-1993)

Founding Board Chairman for Stolle Research & Development Corporation owned company researching the production of functional biologics from chicken eggs.

**Product Manager, DuPont Specialty Chemical Business** (1985-1992)

Identified, negotiated and closed two joint ventures between DuPont & Stolle Companies including a \$12 million drug delivery technology venture, Medisorb. Created the "Medisorb" brand for bioabsorbable medical polymers. Brand became so strong, the newly formed Stolle-DuPont drug delivery joint venture incorporated Medisorb into its name. Posted record annual earnings while managing a global DuPont specialty chemical business (\$15 million annual revenues).

**Various Engineering Positions, DuPont Fibers, Organic & Specialty Chemical Businesses** (1972-1985)

Managed a research pilot plant facility to successfully demonstrate a new process that reduced yield losses by 50% in the commercial production of key organic intermediates for DuPont fibers and agricultural chemical businesses.

### **EDUCATION**

**MBA**, Finance Emphasis, *Summa Cum Laude*  
The William's College of Business, Xavier University, 1999  
**BS, Chemical Engineering**, *highest honors (Magna Cum Laude)*  
Virginia Polytechnic Institute and State University, 1976

### **PROFESSIONAL AFFILIATIONS**

Member Cherry Bekaert LLP THInc Advisory  
Member International Business Innovation Association (iNBIA) CEO Advisory Council  
Director, GENEDGE - A. L. Philpott Manufacturing Extension Partnership  
Chairman GENEDGE Alliance Nominating Committee 2015-2017  
Founding Member & Past Chairman: The Virginia Tech Chemical Engineering Advisory Board  
Past Member Virginia Tech College of Engineering Advisory Board and Committee of 100  
Past Member, Commonwealth of Virginia Manufacturing Development Commission  
Former Director MathScience Innovation Center & Former Director RichTech Regional Technology Council  
Member Richmond Committee of the Campaign for Virginia Tech – Raised \$1 Billion Endowment  
Former Director and Chairman of the Board (2008-09), National Business Incubation Association  
Past President & Former Director, Virginia Business Incubation Association  
Former Director, Southeast BIO, The Venture Forum and Start-up Companies Kaleo Pharma & The Bill Police  
Former Visiting Professor of Engineering and Business, Virginia Commonwealth University

### **HONORS AND AWARDS**

2014 Virginia Tech College of Engineering Distinguished Service Award  
2012 VCU L. Douglas Wilder Excellence in Virginia Government – Public Private Partnerships (CCAM)  
2012 Virginia Biosciences Leadership Award – Presented by the Virginia Biotechnology Association  
2008 RichTech's IBM Technology Leadership Award Recipient  
Finalist 2002, 2003, 2005 & 2011 RichTech Community Catalyst Award  
BIO/START Incubator 1999 Staff Member of the Year  
Phi Kappa Phi Honorary for Scholarship & Kappa Theta Epsilon Cooperative Education Honorary  
Phi Lambda Upsilon Chemistry Honorary & Tau Beta Pi Engineering Honorary  
James Lewis Howe Award, Excellence in Chemical Engineering  
Outstanding Senior Chemical Engineer, Phi Lambda Upsilon Honorary  
Beta Gamma Sigma Business Honorary