

DALE F. FALCINELLI

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Teaching & Service to Lehigh University

For over twenty-five years, Mr. Falcinelli has been a member of the faculty of Lehigh University's College of Business & Economics. He has served in various teaching capacities, including Lecturer, Executive-in-Residence, and Professor of Practice, and in 2005 was named the Swartley Visiting Professor of Entrepreneurship.

Mr. Falcinelli created vSeries (ventureseries), and presently serves as chairman of this high-profile graduate-level entrepreneurship program introduced by the CBE in Fall 2001. vSeries is now a track in the Lehigh MBA curriculum, and its seminars make up an executive education program leading to a Certificate in Corporate Entrepreneurship.

Mr. Falcinelli remains extensively involved in course design, recruiting top talent from industry and the professions who serve as its adjunct professors (i.e., vSeries Professors), and developing partnerships with the corporate community. He teaches three vSeries offerings: Business Plan I & II (project-based courses which combine to produce a business plan for seed and early stage enterprises); and Exit Strategies, a seminar that focuses on IPO and M&A transactions.

Mr. Falcinelli was the recipient of various teaching awards at Lehigh University over the years, which include the Lehigh Distinguished Faculty (2000); Pan-Hellenic Distinguished Professor (2001); Pan-Hellenic Outstanding Faculty (2002); and, MBA Excellence in Teaching (1998 & 2005).

Mr. Falcinelli has also served as an MBA Core Faculty member and participated in the development and start-up of Lehigh's new fast track MBA curriculum. Specifically, he helped launch MBA404 (Managing Products & Services). Mr. Falcinelli also played a role in the redesign and implementation of the *new* MBA401 (Introduction to the Organization & Its Environment), a gateway course in the MBA program. He also developed and teaches the Strategic Leadership seminar in the Organizational Leadership certificate program. He is also active in promoting Lehigh MBA education lending support to MBA recruitment and by playing a key role in the MBA orientation program.

Mr. Falcinelli is frequently invited to speak before various executive audiences, professional societies, trade organizations, and academic institutions, including the MBA and Executive MBA programs at the Wharton School in Philadelphia and "Wharton West" in San Francisco. He appeared A&E's *Biography* television series and a PBS documentary. Mr. Falcinelli received the *Entrepreneurial Advocate Award* by the Ben Franklin Technology Partners of Northeastern Pennsylvania at their 2001 Annual Innovation Awards Luncheon. He also serves a guest business columnist for *Lehigh Valley Style* magazine where his profiles and stories on CEOs were a regular feature.

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Industry Background & Expertise

Principal, D. F. Falcinelli, Inc.

Mr. Falcinelli is retired from his solo practice that provided strategic guidance to CEOs of early stage and emerging growth enterprises. For three decades, Mr. Falcinelli has counseled many hundreds of national and international firms engaged in high technology, consumer products, distribution, software, and financial service sectors. He also negotiated numerous venture deals and structured complex transactions on behalf of client organizations. To remain alert to industry trends and new developments, Mr. Falcinelli continues to serve clients, albeit on a highly select and limited basis. Client engagements are primarily privately-held middle market and niche-based enterprises located in the northeast and mid-Atlantic States.

Corporate Affiliations (Active)

Member (only outside director), Venture Investment Board
AIR PRODUCTS & CHEMICALS, INC.
(Corporate venturing by a global/tech-based Fortune company)
Allentown, PA

Corporate Affiliations (Inactive)

Chairman, Board of Directors
ACBS GROUP, INC.
(Information services company to legal & financial entities)
Allentown, PA

Chairman, Board of Directors
BNK ADVISORY GROUP, INC.
(Strategic and financial advisors to commercial banks)
Bethlehem, PA

Corporate Affiliations (Inactive)
(continued)

Chairman, Board of Directors
MXPSports.com
(Internet start-up whose athletic camps and diagnostic products focus on the strength and conditioning of young athletes and reducing sports-related injuries)
Reading, PA

Chairman & CEO
HERMAN'S WORLD OF SPORTS
(Internet sporting goods marketer later acquired by an investor group)
Easton, PA

Vice Chairman, Board of Directors
Kappa USA, LLC
(Joint Venture with Torino, Italy-based BasicNet S.p.A. for the domestic distribution of Kappa brand soccer athletic equipment and apparel)
West Easton, PA

Member, Board of Directors
VISTA BANCORP, INC.
(\$800 million publicly-held bank with branches in NJ and PA.)
Phillipsburg, NJ

Member, Board of Directors
TWIN RIVERS COMMUNITY BANK
(Vista Bancorp former subsidiary bank)
Palmer, PA

Member, Board of Advisors
FRAGRANCE MANUFACTURING, INC.
(Producer of industrial fragrances and personal care products)
Allentown, PA

Member, Board of Directors
THOMAS & SKINNER, INC.
(Diversified national magnet producer)
Indianapolis, IN

Corporate Affiliations (Inactive)
(continued)

Member, Board of Trustees
STOCK MARKETAMERICA FUND
(Mutual fund subsequently acquired by Colonial Group)
Edison, NJ

Member, Board of Directors
A & D COMPUTER CORPORATION
(Largest Lehigh Valley-based payroll processing firm)
Bethlehem, PA

Member, Board of Directors
ELECTRON ENERGY CORPORATION
(High technology/defense-related company)
Landisville, PA

Not-For-Profit/Community-Based Organizations (Inactive)

Member, Board of Directors:	United Way of Northampton & Warren Counties Easton Area Chamber of Commerce Historic Easton, Inc. Easton Downtown Improvement Group, Inc. Children's Home of Easton, Inc. ProJeCt of Easton, Inc.
Member, Board of Advisors:	Lehigh University Small Business Development Center

Prior Military Service

Captain, Armor, U.S. Army Reserve, 1977

Graduated First-In-Class (Honor Graduate),
Officer Candidate School, 1972

Educational Background

B.S., Business & Economics, (Finance & Economics) Lehigh University, 1970

M.A., Economics, Lehigh University, 1972

Ph.D. Candidate, Lehigh University, 1973; Completed coursework and written & oral qualifying exams for the doctorate with finance concentration. Dissertation no longer in progress.

Academic Achievements

LEHIGH UNIVERSITY: Graduated Cum Laude (Honors)
Beta Gamma Sigma (National Business Honorary)
Omicron Delta Epsilon (National Economics Honorary)
Awarded - N.D.E.A. Fellowship (1971-1972)
Awarded - Union Bank & Trust Fellowship (1972)