

Thomas N. Urban

1775 W40th Avenue
Vancouver, BC V6M-1W3 Canada
Phone: (604) 786-8864 E-mail: Tomurban3@gmail.com

Business Experience

Agribusiness Advisors

- 2012- Present Founder Vancouver, BC
- Agribusiness Advisors takes equity positions in and provides advisory services to early and middle stage companies in the agricultural sector.
 - Advisory is focused on all elements of early and middle stage business including financing, value proposition, channel strategy, pricing and team building.
 - Portfolio industries include insect protein, bio-pesticides, precision farming, industrial enzymes and forestry.
 - Portfolio companies include SemiosBio Technologies, Terramera Plant Science, Enterra Feed and Tree Global.

Entrepreneur in Residence – University of British Columbia

- 2013- Present Vancouver, BC
- One of three EIRs working the permanent staff and mentor network of the University of British Columbia to develop and support innovation and entrepreneurship at UBC.
 - Conduct weekly meetings with entrepreneurs to identifying the appropriate resources to support their stage and current capabilities.
 - Work closely with UBC staff to evolve the program, extend the mentor network, prioritize ventures and make recommendations to the UBC Seed Fund on potential investments.

CellFor, Inc.

- 2004 - 2012 President and Chief Executive Officer Vancouver, BC
- CellFor was the leading developer of varietal seedlings for the forestry market. CellFor was the first company to apply somatic embryogenesis to conifer embryos and was the first company ever to sell varietal/clonal seedlings into the US forestry sector.
 - Joined CellFor in an early stage to build all aspects of the business including R&D, Production and Sales. At that time, the Company had no real sales, limited production capacity and limited funding.
 - Activities and accomplishments included:
 - Selling more than 40MM seedlings which are deployed on more than 100,000 acres across the U.S. South
 - Acquiring 18 of the top 20 landowners as CellFor customers
 - Leading fund raising of more than \$140MM from institutional and individual investors including \$10MM of non-dilutive funding from the Canadian Government
 - Recruiting senior management and employing more than 100 employees.
 - Serving as a Director on CellFor Board
 - Developing strategic plans including milestones and led reporting efforts to Board and Investors
 - Revenue in 2011 was \$3.5MM.
 - CellFor was sold to ArborGen, its primary competitor, in late 2012.

E.I. DuPont de Nemours

- 2002 - 2004 Director, Corporate Plans – Strategic Planning Wilmington, DE
- Worked closely with the CEO and COO to develop overall corporate strategy focused on growth including strategic direction, portfolio management (acquisition and divestitures), balance sheet management (debt capacity and ratings) and process improvements.
 - Provided briefs to CEO and participated in all strategy reviews for the Ag & Nutrition Platform.

Goldman, Sachs & Co

New York / Los Angeles

1988-1990 Analyst, Mergers and Acquisitions

- Analyzed divestiture and acquisition opportunities using discounted cash flow, merger pro forma and comparable company transaction analysis. Industries included aerospace, steel processing and medical equipment.
- Coordinated the exclusive sale of five companies; prepared comprehensive selling memoranda; identified and contacted potential buyers. Represented Goldman, Sachs & Co. in due diligence meetings and buyer visits.

Education

Harvard Graduate School of Business Administration

Boston, MA

Masters in Business Administration, June 1995. Second year honors.

Internship with the Monsanto Company, Summer 1994

Middlebury College

Middlebury, VT

Bachelor of Arts, June 1988. *Cum Laude* in Economics

Languages: French (Bilingual), German (Proficient).