

## VENTURE INVESTORS

April 4, 2008

Dr. Richard Telfer, Interim Chancellor  
University of Wisconsin-Whitewater  
800 W. Main Street  
Whitewater, WI 53190

Dear Dr. Telfer,

I am happy to write in strong support of the UW-Whitewater Growth Agenda Proposal, "Driving a Diverse Economy: Enhancing Wisconsin Communities for the 21<sup>st</sup> Century." My particular interest in this proposal is the initiative focused on increasing the number and quality of graduates in science and technology.

Recent independent reports suggest that bioscience is a growth area which promises high paying jobs for qualified graduates. These reports indicate that Wisconsin saw employment gains in its bioscience work force in the four years ending in 2004, and the state has ramped up its efforts to build a more formidable biotech industry presence, adding jobs in four sectors during the period 2001-2004: medical devices; agricultural feedstock and chemicals; research, testing, and medical laboratories; drugs and pharmaceuticals. Competition is keen for the good jobs that the biotech industry brings. Consequently, states are spending billions of dollars to support bioscience research and development, and using investment funds and tax incentives to attract such businesses. According to Charles Hoslet, managing director of the University of Wisconsin-Madison's Office of Corporate Relations, "Wisconsin—at least relative to biosciences and life sciences—is ready for takeoff." The growing biotech clusters, located in Madison and Milwaukee, can be attributed to a number of factors, including the state's colleges and universities, the Wisconsin Alumni Research Foundation, local and state government initiatives, and lifestyle. And it is worth noting that salaries in the biotech sector typically average twice the average Wisconsin salary.

How can the UW-Whitewater contribute to growth in this important area? I believe that UW-Whitewater is uniquely positioned to provide high quality graduates, equipped with the knowledge, skills, and intellectual curiosity necessary to participate in this important and growing sector of the workforce.

As a UW-W alumnus, I currently serve as President of the Dean's Advisory Board of the College of Letters and Sciences, a post I have held since 2006, as well as serving on the Foundation Board of the University. In that capacity, I have become acquainted with the impressive work being done in the sciences. UW-W has developed a program of undergraduate research which sends one of the largest contingents to the competitive

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National Council on Undergraduate Research every year. By working closely with faculty mentors, students develop the skills to frame scientific questions and to pursue the answers to those questions. Faculty members impress me as committed and inspiring teachers. This year, I understand that the Department of Biological Sciences will be the UW-W nominee for the Regents' Teaching Award to be given in recognition of an outstanding department or program, recognition they deserve. With a recently renovated science building, Upham Hall, and with over a million dollars of state-of-the-art science equipment purchased through a combination of private donations, college money, and state project money, the sciences are drawing increasing interest among students. Integration of this equipment into classes and into undergraduate research effectively prepares students for careers, graduate school, and professional schools.

Over twenty-five years ago I formed the first early stage venture capital fund in Wisconsin. Today we manage five funds, with our latest fund capitalized at \$125,000,000. All of our funds have been in the upper quartile in financial performance. Over sixty percent of our investments went to early stage Wisconsin companies, all technology driven. ThirdWave Technologies and Tomotherapy are just two of our success stories who have recruited UW-Whitewater graduates.

Receiving the additional resources requested through the Growth Agenda will allow UW-Whitewater to provide increased access to these programs, contributing to an expanded educated workforce making southeastern Wisconsin a greater magnet for biotech growth.

Sincerely,



Roger H. Ganser

Managing Director