



Terry Cross

Founder, Windward Associates
Capital Formation Advisory

After graduating from Wayne State University with an MBA in Finance in 1966, Mr. Cross entered the machine tool business in Detroit, Michigan, with The Cross Company, (publicly traded) the world's leader in Automated Machine Tools. From 1964 through 1968, Mr. Cross worked in many departments of The Cross Company, learning the business from the ground up.

In 1969, Mr. Cross co-founded, CP Systems Company specializing in high-speed, small parts, automated assembly machinery, and built it up to an annual revenue base of \$ 10.0 million. In 1972, Mr. Cross sold CP Systems Company to Chicago Pneumatic Tool Company, a NYSE listed company.

Mr. Cross entered the securities business in 1972 through a training program with Eastman Dillon Union Securities. In 1974, Mr. Cross joined Kidder, Peabody & Company in their Detroit, Michigan office and remained there until 1985 when he was transferred to Kidder's flagship Park Avenue office in New York City. In 1985, Mr. Cross was elected a Senior Vice President and shareholder of Kidder, Peabody & Company. In 1988, Mr. Cross was transferred to Kidder's San Francisco office and remained there until 1998. During his years in San Francisco from 1989 until 1998, he focused almost entirely on the companies and venture capital firms in Silicon Valley. In 1995, Kidder was acquired by PaineWebber. Mr. Cross left PaineWebber in July of 1998 to pursue private investments and then joined Highland Capital Management, Inc., a Registered Investment Advisor where he specialized in technology investments. Highland managed portfolios on a discretionary basis for high net worth individuals and was the manager of The Drake Passage Fund, LP a private investment partnership. In February 2000, Mr. Cross co-founded Sonoma Photonics, Inc in Santa Rosa, CA where he served as CEO and Chairman until he resigned to return to Michigan in August 2002. During his tenure, Mr. Cross spearheaded the development of the business plan and raised \$ 10.7 million in venture funding from domestic and European investors. Sonoma Photonics was sold to Lockheed-Martin in 2008 for a significant return. In August 2002, Mr. Cross returned to Michigan and is currently the founder of Windward Associates, a venture consulting business.

Mr. Cross' past board memberships include: G2 Networks, Inc. of Los Gatos, CA, Safari Technology Inc. of Lawton, Michigan, GCB Technologies of San Jose, CA, InGenius Technologies of Kalamazoo, MI., Wordenglass Inc. of Kalamazoo, MI., Machine Vision International of Ann Arbor, MI, and Ininvest of Detroit, MI, and Triumph Resources of New York City.

Mr. Cross was a founding investor of three companies resulting from MIT's Technology Transfer Department: Intellitec, Axiomatics, and LNL Technologies. He served as a board member for Axiomatics and Intellitec. He was also a member of MIT's Laboratory for Manufacturing and Productivity. He has served as a financial advisor to Triscend Semiconductor of Mountain View, CA, Macropore Corporation of San Diego, CA, and All-American Semiconductor of San Jose, CA.

He currently serves as an Advisor to Municipal Financial Consultants, Inc. of Grosse Pointe, as a Director of Monarch Antenna, a Delphi Corp spinout, as a Director of RealKidz of Ypsilanti, Mi., as Chairman of MIST Innovations, Inc. of Detroit, MI., as Chairman of Pure Entropy, LLC of Rochester Hills, MI., and as an advisor to ArdentCause L3C.

Mr. Cross was named The Distinguished Alumni in 2005 by The School of Business Administration at Wayne State University where he is also their first Executive in Residence-Entrepreneurship. He also serves on the Business School's Board of Visitors and on The Critiquing Committee for their Entrepreneur Course relating to business plan development. He also administers the prestigious Adams Family Fellowship for Entrepreneurship at Wayne's Business School. He currently serves as business plan evaluator for the SEIC Michigan 21st. Century Jobs' Fund Pre Seed Fund, the SEIC Michigan 21st. Century Jobs Fund Accelerator Fund, and The First Step Fund in Detroit, MI.

In September of 2007, Terry was named to the Task Force for a World Financial Center by the Korea Advanced Institute of Science and Technology, one of Korea's most prestigious educational institutions.

He is a past Board member of Great Lakes Angels, a founding member of Michigan Venture Capital Association, a Board member of Automation Alley's Entrepreneurial Initiative of Southeast Michigan, a former Trustee of Mariners' Church of Detroit, and a former trustee of The Professional Children's School of New York City.

