

**DECKER B. ROLPH**  
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| EDUCATION   | <p><b>UNIVERSITY OF MICHIGAN</b> <span style="float: right;">Ann Arbor, MI</span><br/>Stephen M. Ross School of Business<br/>Master of Business Administration, May 2005</p> <ul style="list-style-type: none"><li>• Emphases: Entrepreneurship and Strategy   Elected Co-President: Net Impact Club, Blue Door (charitable fundraising event)   Member: Entrepreneur and Venture Club, Emerging Markets Club   Semi-Finalist: Global Social Venture Competition   Student Representative: Aspen Institute   GMAT: 710, 95th percentile</li></ul>       |
|             | <p><b>BROWN UNIVERSITY</b> <span style="float: right;">Providence, RI</span><br/>Bachelor of Arts in Visual Art, May 1999</p> <ul style="list-style-type: none"><li>• All American Scholar-Athlete   Captain of Men's Crew   National Collegiate Rowing Champion   Eastern Sprints Rowing Championships silver and bronze medalist</li></ul>  |
| EXPERIENCE  | <p><b>HIGHWAY 12 VENTURES</b> <span style="float: right;">Boise, ID</span><br/>2006-Present<br/>Associate</p> <ul style="list-style-type: none"><li>• Conduct investment prospects due diligence including financial, market, technology / IP, go-to-market strategy, and cap table analyses</li><li>• Manage aspects of firm deal flow, portfolio reporting, and quarterly LP reporting</li><li>• Co-author internal flash and investment recommendation reports with partners</li><li>• Attend portfolio board meetings along side partners</li></ul> |
| 2006        | <p><b>WORKING TODAY</b> <span style="float: right;">Brooklyn, NY</span><br/>Interim VP of Business Development</p> <ul style="list-style-type: none"><li>• Lead efforts to raise \$10M in start-up capital for new health insurance subsidiary</li><li>• Managed interaction with and identified target funders</li><li>• Created five year pro forma financials, compiled complete pitch package, and refined prospective investor presentation</li></ul>  |
| 2005-2006   | <p><b>WATERFRONT MEDIA</b> <span style="float: right;">Brooklyn, NY</span><br/>Financial &amp; Business Consultant</p> <ul style="list-style-type: none"><li>• Consulted with CFO, CEO, and EVP of high-growth, \$30M online media firm</li><li>• Prepared financial/business analysis for purposes such as: B-round VC raise (resulted in \$6M investment), 2006 budget proposal to board, and internal business intelligence</li></ul>  |
| Summer 2004 | <p><b>PACIFIC COMMUNITY VENTURES</b> <span style="float: right;">San Francisco, CA</span><br/>Summer Associate</p> <ul style="list-style-type: none"><li>• Collaborated on aspects and deal flow of \$18M venture fund at all levels: sourcing deals, due diligence, investment structuring and negotiation, and portfolio tracking</li><li>• Formulated and led cross-sector strategic partnership initiative leveraging city governments to increase firm's exposure and access to small business target market</li></ul>                             |
| 2003        | <p><b>JAMEX, INC.</b> <span style="float: right;">Lansing, NY</span><br/>Marketing and Sales Specialist</p> <ul style="list-style-type: none"><li>• Strengthened recent lead market position by revamping marketing strategy</li><li>• Improved sales to record 30% growth and \$6M in Q1 and Q2 sales</li></ul>  |
| 2002        | <p><b>CAYUGA VENTURE FUND</b> <span style="float: right;">Ithaca, NY</span><br/>Contract Research Analyst</p> <ul style="list-style-type: none"><li>• Evaluated prospective \$2M investment opportunity</li><li>• Presented analysis and conclusions to fund principals who agreed not to invest</li></ul>  |

- 2000-2001      INSTITUTE FOR INFORMATION SCIENCES, INC.      San Francisco, CA  
President, 2001
- Updated and led company stakeholder relations program
  - Increased sales 25% via market-based software product development and licensing
  - Rewrote business plan, marketing materials, and assisted with developing exit strategy
  - Attracted key new members to Board, and additions to executive and scientific teams
  - Negotiated and closed bridge-round financing through direct sales to angel investors
  - Oversaw general operations; connected staff to vision of CEO and management team
- Business Development & Research Associate, 2000-2001
- Established both a relationship with nation's #1 hi-tech and IP law firm and a strategic partnership with leading super computing OEM and primary platform provider
- 1999-2000      GOLDMAN, SACHS & CO. HEDGE FUND STRATEGIES GROUP      Princeton, NJ  
Staff Accountant
- Managed bookkeeping and financial reporting of six fund entities
  - Created performance analysis and asset allocation spreadsheets
  - Assisted in implementation and trouble shooting of new general ledger software
- ADDITIONAL
- International experience: Ebay - Singapore; Aravind Eye Hospital - Madurai, India
  - National Amateur Triathlon Team 2002; National Rowing Team 1997-1999
  - Adventurous foodie, semi-skilled craftsman, snowboarder, golfer, outdoorsman