

**To:** jeevacation@gmail.com[jeevacation@gmail.com]; JE Jail[jeevacation@gmail.com]  
**From:** Nadia  
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These are the guys I might be working with. I only met with Doug Kitani so far. He is now the VP/CFO of [Aircraft Owners and Pilots Association](#). The next person I am to meet this week is Dan Beldy, Disney's venture capital guy. And the third is Chuck Wallace, the co-founder of Esurance. They all work for AOPA now. (AOPA - <http://www.aopa.org/info/>) Dan and Chuck have consulting contracts at the moment, getting the new companies ready for launch, and once that happens they are to assume executive positions in these new startups. Doug suggested the same for me. I would need to sign an NDA. ,,,"You sounded skeptical about the opportunity...am I missing something that does not sound right?

### **DOUGLAS KITANI**

Partner @ Calder Capital Partners

Douglas L. Kitani has twelve years of experience including private equity and mergers and acquisitions. Prior to joining CCP, he was Head of Alternative Investments for Honeywell International's \$23 billion pension fund. At Honeywell, Mr. Kitani held responsibility for all aspects of the \$1 billion alternative asset investment program, including identification, due diligence, negotiation, structuring and monitoring. Prior to Honeywell, Mr. Kitani was a Principal and senior direct investment professional at Quadrant Capital Group, a private equity firm founded by the Scripps-Harvey family. Previously, Mr. Kitani worked in investment banking for JP Morgan H&Q and SG Cowen. He started his business career at GE Capital after serving three and a half years in the US Army as a Blackhawk helicopter pilot and platoon leader. Mr. Kitani graduated the United States Military Academy, West Point with a BS in Law/Systems Engineering. He also holds an MBA from the Goizueta Business School at Emory University.

### **DAN BELDY**

Managing Director of Steamboat Ventures.

Dan has spent the last 20 years in technology and finance as an investor, entrepreneur and operator. Dan currently serves on the boards of Fanzter, Move Networks, Baynote, Greystripe, Passenger, and Vobile, and is actively involved with FreeWheel . Dan's prior investments include Playdom, acquired by The Walt Disney Company (NYSE: DIS).

Prior to Steamboat, Dan was a co-founder and Managing Director of Plainview Capital, an innovative family of fundamental value investment funds that leverage a proprietary software platform, Plainview Analytics™. Before Plainview, Dan was an associate and partner at Hummer Winblad Venture Partners. Focusing on early stage software investments, Dan was involved with several successful, growing companies as an investor / advisor / board member including Employease, acquired by ADP (NASDAQ: ADP), Technorati, Starmine, Method Home and Maxis Technologies.

Early in his career Dan was an officer and an F/A-18 Hornet jet instructor pilot for the U.S. Navy, completing over 275 aircraft carrier landings in tours of duty with the Atlantic Fleet. Dan received a BS in Computer Science as a distinguished graduate of the US Naval Academy and received an MBA in Finance from The Wharton School from The Wharton School.

### **CHUCK WALLACE**

Co-founder & senior executive @ Esurance

Few entrepreneurs can say they founded an Internet business that grew from zero to a billion dollars in revenue. Chuck Wallace is one of them. In 1999, a year before the dot com implosion, Chuck co-founded Esurance. It not only survived the bubble burst, but through innovation and unheard of customer service strategies, Esurance aggressively grew by introducing a new business model to the stale, unimaginative world of insurance. Chuck helped build Esurance into the fastest growing auto insurance company in the

US with revenues approaching \$1 billion, 500,000 current customers, 2,000 employees, and 11 offices nationwide. Today, Chuck is bringing the same vision and expertise in building innovative ecommerce companies to Upstream Worldwide. As President and COO of Upstream, Chuck is helping to create the first true Consumer Cash Commerce Platform – a new category of business enabling consumers to exchange everything from cell phones and consumer electronics to precious metals for much needed cash. And like Esurance, Upstream is changing the game by elevating service levels to a new high through its 100% Max Cash Guarantee. At Upstream, Chuck oversees every department that impacts a customer's experience – marketing, customer care, operations, technology and operational finance. In between Esurance and Upstream, Chuck served as CEO of Ustream TV, the leader in live interactive video broadcasts, enabling anyone with a camera and an internet connection to broadcast easily to a global audience. As Upstream's CEO, Chuck led the company through 30% monthly growth and angel, venture debt and private equity financings by top funding partners. Chuck started his career as an Air Force instructor pilot, first teaching young men and women to fly at undergraduate pilot training in Lubbock Texas, and then flying the C-130 Hercules in Frankfurt Germany and Willow Grove Pennsylvania.