

# Daniel S. Herr

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Incline Village, NV 89451  
San Francisco, CA 94118

## Work Experience

### Castle Crow & Company - Merchant Bank, Lake Tahoe, NV & SF, CA

castlecrow.com

Jan 2014 - Present

Vice President - Deal  
Origination

- Private Equity buy-side deal origination professional managing retained buyside portfolio and add-on search programs for multiple clients in technical industries including aerospace, medical, test & measurement and specialty chemical.
- Established new in-house research department and responsible for day-to-day operation, hiring and firing of five employees. Dramatically improved company-wide results.
- Originated a ~\$775 million TEV proprietary deal pipeline in first three months.
- Originated two \$3 million EBITDA+ opportunities which received LOI's in first 6 months.
- Closed first transaction (\$300m revenue IT Solutions company) within first 20 months.

### Techstars / Startup Weekend, Lake Tahoe & Reno, NV

up.co

Aug 2013 - Present

Global Facilitator &  
Local Organizer

- Lead organizer for first 4 Startup Weekends and many other related events in Reno, Tahoe & Elko
- Facilitated and co-facilitated 3 Startup Weekends (including one with Marc Nager)
- Founder and curator of Reno Startup Digest

### NIREC, Reno & Las Vegas, NV

nirec.org

Jun 2012 - Aug 2013

Seed Capital Program  
Manager (Independent  
Contractor)

- Architect of Project Vesto - \$100k seed capital competition (SharkTank meets Kickstarter)
- Built database & network of ~500 entrepreneurs & 232 startups throughout Nevada
- Point of contact & public face in ~20 media interviews & live media events in one month
- Successfully seed funded startup in Las Vegas with \$100,000 through 5 funding benchmarks

### University of Nevada, Reno, Reno, NV

unr.edu/business

Aug 2011 - May 2013

Graduate Research  
Assistant - Startup  
Capital

- Created & administered UNR's flagship Sontag Entrepreneurship Competition (unr.edu/sontag)
- Awarded \$50,000 top prize (as well as \$10k, and \$5 runner up prizes) and advised startups
- Also: Development, controlling, scholarships, & financial planning in the Dean's Office

### Clean Energy Center LLC, Reno, NV

cleanenergycenter.com

Apr 2010 - Oct 2011

General Manager, VP of  
Engineering &  
Operations

- Managed daily operations for company and grew revenue by 3,000%
- Developed business systems for marketing, sales, planning, contracting, & customer service

### DMB / Highlands Group LLC, Truckee, CA

martiscamp.com

Jun 2008 - May 2009

Project Engineer

- Budgeted, scheduled & assisted mgt of \$150+ million pro forma of construction activities
- Developed \$4 million water system for 653 homesites on 2,100 acres near Lake Tahoe
- Managed relationships with public agencies & project acceptance process through Placer County Board of Supervisors

## Education

### University of Nevada, Reno, College of Business, Reno, Nevada

Master of Business Administration, May 2013

Entrepreneurship & Finance

### Cornell University, College of Engineering, Ithaca, New York

Bachelor of Science in Civil Engineering, May 2007

Management Concentration, Engineering Management Minor

Dean's List

## Additional Skills & Certifications

- Global Facilitator for Startup Weekend 501(c)3
- Founding organizer for @SWReno, @SWEIko, & @SWTahoe
- Website Design (including Wordpress, html, css3, JS & flash)
- Microsoft Excel, PowerPoint & Word (extremely proficient)
- Founding curator for Reno StartupDigest
- Active Blogger: Danherr.com
- Winner of Hack4Reno 2012
- 3D Modeling - AutoCAD & Sketchup
- Spanish (oral proficiency)
- City of Reno Tech Council