



Near Earth's new addition: Rich Pournelle

Rich Pournelle has over 15 years experience with fund raising and business development for technology companies. He joins Near Earth LLC providing a Washington, DC presence and contacts with industry executives and angel investors. He can be reached at rich@nearearthllc.com or (301) 328-7828.

Before joining Near Earth, Rich provided business consulting for small business clients. He advised ICON Aircraft, a maker of an amphibious Light Sport Aircraft. In this role, he provided government business development including briefing Congressional leaders and introducing the company to federal agencies including the U.S. Coast Guard and U.S. Navy. He also advised Talon Aerospace of Birmingham, Alabama on business plan preparation and due diligence preparation. Talon recently received a \$1.5 million investment from The Jensen Fund.

Prior to that, Rich was Director of Business Development at XCOR Aerospace where he helped the company raise over \$8 million in angel investment. While at XCOR, Rich helped manage an industry coalition that pushed for the successful passage of HR 5382, The Commercial Space Launch Amendments Act. XCOR holds numerous world records for the operation of manned rocket-powered airplanes.

Prior to XCOR Aerospace, Rich helped start WarrantyNow a company that built web applications for product warranty programs and online channels. Rich raised \$1 million in seed capital and assisted in raising over \$18 million in venture capital. He served as Vice-President of Marketing and coordinated media placement in the New York Times, at NBC, and for trade publications. Before WarrantyNow, Rich worked as product manager for Banta Corporation (now RR Donnelley NYSE: RRD) where he led European sales and later sales for the bay area, generating over \$10 million in annual sales of custom software to clients such as Microsoft, Hewlett-Packard, Intel, and Houghton Mifflin.

Rich began his career as a staff assistant to Congressman Bill Thomas (R-CA). He was promoted to Professional Staff for the Committee on House Administration where he had oversight of internet, telecommunications, and information technology. Rich was instrumental in the development of the Library of Congress



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THOMAS legislative information service and managed the first Congressional hearing on the effect of the internet on elections.

Rich has a degree in Political Science from University of California, Los Angeles (UCLA) where he was part of the two-time national championship debate team.

By Rich Pournelle
Near Earth LLC



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