

**FRONTIERS OF TECHNOLOGY TRANSFER  
MID-ATLANTIC REGION ANNUAL CONFERENCE  
SEPTEMBER 15-17**

**SEPTEMBER 15**

1:00 **Welcome and introduction to training session**, *Mr. John Emond*, Collaboration Program Manager, Innovation Partnerships Program, NASA Headquarters and FLC MAR Coordinator

1:15-2:15 **Aspects of Technology Transfer**, *Mrs. Lorraine Flanders*, Naval Surface Warfare Centre, Dahlgren Division and FLC MAR Deputy Coordinator

- How to work with researchers to explore & protect research with commercial potential
- How to educate/market to management to attain & sustain investment in tech transfer
- Incentives to focus on technology transfer as part of responsibilities
- Outreach

2:15-3:00 **Partnership Intermediaries: What They Do and How They are Formed**  
*Dr. Richard Brenner*, Assistant Administrator of ARS for Technology Transfer, USDA  
*Mr. James A. Poulos, III*, Vice President, Technology Transfer and Commercialization, Maryland Technology Economic Development Corporation (TEDCO)

- Role that TEDCO and other intermediaries play in several federal agencies
- Potential role that partnership intermediaries can play to foster technology links that are geographically separate from each other (lab to company) but closely aligned in areas of technology interest
- Patterns of collaboration: lab vs. technology as driving thrust for collaboration exploration by partnership intermediaries
- Spin-in vs. spin-out; how internalizing or transferring out technology may require different approaches and how partnership intermediaries can help in each case.

3:00-3:15 **Break**

3:15-4:30 **Breakout Groups**: 2 breakout groups.

Focus for both groups: what unique experiences, through training and/or on the job, stand out as advancing an understanding of technology development/technology transfer

- **Negotiating Tactics**, *Mojdeh Bahar, J.D., MA*, Technology Licensing Specialist, NIH Office of Technology Transfer and FLC MAR Coordinator-Elect
- **Customer Service/Interaction with Agency/Lab Scientists**, *Dr. Thomas Stackhouse*, Assistant Director, Technology Transfer Center, National Cancer Institute, Frederick

4:30 **End of training session**

4:30-6:00 **Open Period, Network**

6:00-8:00 **Reception**

## SEPTEMBER 16

8:00-8:10 **Welcome, Introduction to Conference, “Frontiers of Technology Transfer,”** Mr. John Emond, *Collaboration Program Manager, Innovation Partnerships Program, NASA Headquarters and FLC MAR Coordinator*

8:15-9:00 **Keynote Speaker:** David McDonough, *Senior Director of Development, Johns Hopkins University,*

### 9:00-10:00 **Energy, Environment and Tech Transfer**

- **Renewable Energy is in Your Future,** Mr. Scott Sklar, *President, The Stella Group, Ltd. and Chair of the Steering Committee of the Sustainable Energy Coalition,* As an energy expert, Mr. Sklar will address trends of on-site, clean, distributed energy in infrastructure, buildings, and commercial/industrial developments.
- **Politics and the Impact on an Energy Solution,** Ms. Lisa Wright, *Energy Legislative Assistant and Press Secretary to Congressman Roscoe Bartlett,* This presentation will discuss the status of the Congressional leadership's original plan to avoid Congress approving any changes in energy policy prior to the election. It will also explain a comprehensive, exquisitely sensitive bipartisan approach, H.R. 6107, developed in the House, which may help shape energy legislation in the next Congress.

### 10:00-10:20 **Break**

### 10:20-11:30 **Technology Scouting: How Companies Seek New or Enhanced Technology**

Moderator: Mr. Ray Turcotte, *Innovative Partnerships Program, NASA Langley*

11:30-11:45 **View from the Hill,** Mr. Gary Jones, *DC Representative, Federal Laboratory Consortium;* A brief update on recent legislative actions or policy issues of interest to the federal technology transfer community.

### 11:45-1:00 **Lunch**

- **“Critical Role of Federal Laboratories in a Competitive, Global, Knowledge-Based Economy,”** Dr. Pradeep Ganguly, *Director, Montgomery County Department of Economic Development*

### 1:00-2:30 **“To File or Not To File: That Is the Question”:** **Deciding When to File for Patent Protection**

- Moderator & Panelist: Mr. Terry Lynch, *Office of Technology Partnerships, National Institute of Standards & Technology*
- Ms. Gail Poulos, *Supervisory Patent Advisor, Office of Technology Transfer, Agricultural Research Service, USDA*
- Moideh Bahar, *J.D., MA, Technology Licensing Specialist, NIH Office of Technology Transfer and FLC MAR Coordinator-Elect*

- Mr. Alfred Mecum, Technology Commercialization Office, Goddard Space Flight Center, NASA
- Dr. Rita Manak, Head, Technology Transfer, Technology Commercialization Office, Naval Research Laboratory

2:30-2:40 **Break**

2:40-3:30 **Town Hall Meeting, Mid-Atlantic Region Future Direction**, Dr. Richard Brenner, Assistant Administrator of ARS for Technology Transfer, USDA

3:30 **Wrap-up remarks, plans for the evening**

3:35-6:00 **Networking time**

- Optional 1-hour (4:00-5:00) history and nature hike with guide; \$10 per person

6:00-8:00 **Frontier Feast**

- **“Partnering with USDA to Develop ‘Sunbutter,’ a Substitute for Peanut Butter,”** Mr. Dan Hofland, Vice President of Marketing, Sungold Foods, Given that peanut allergy is the most common cause of deaths from food allergy and that peanut butter is a long-time staple for children, this talk will be on the development of a peanut butter substitute and the role of USDA in tech transfer, helping to bring this product from research into the marketplace.

## **SEPTEMBER 17**

8:00-8:10 **Welcome Day Two**, Mr. John Emond, Collaboration Program Manager, Innovation Partnerships Program, NASA Headquarters and FLC MAR Coordinator

8:15-9:30 **Economic Development, Network Initiative**, Moderator: Ms. Renee Winsky, President and Executive Director, Maryland Technology Development Company (TEDCO). Current and future efforts to enhance federal lab collaboration with academia, economic development & private sector around the region

- **PA:** Mr. Gerald A. Ephault, Regional Manager-Pocono Northeast Region BFTP/NEP
- **VA:** Mr. William Piersol, Robot Venture Program Manager, Klett Consulting Group, Inc.
- **Washington Metro:** Mr. Robert Brooke, Center for Innovative Technologies
- **MD Eastern Shore:** Paige Bethke, Talbot County, Maryland, Economic Development
- **West VA:** Mr. Kevin DiGregorio, Executive Director, West Virginia Coalition for Technology Based Economic Development
- **Chesapeake Crescent:** Mr. Roger London, Program Manager, Chesapeake Crescent Initiative

9:30-10:00 **Current Issues in Intellectual Property**, Ms. Mojdeh Bahar, Office of Technology Transfer, National Institutes of Health and Regional Coordinator Elect for the FLC MAR

10:00-10:15 **Break**

10:15-11:00 **Technology Partnerships: The Good, the Bad, the Ugly**, Moderator: Dr. Thomas Stackhouse, Assistant Director, Technology Transfer Center, National Cancer Institute at Frederick, This panel is designed to provide you with a face to face discussion with a real live partnership. Two of the panel members will each represent their side of this partnership, one from NIH and one from CC Biotech LCC. This partnership is designed to bring a new bio-separation technology to the biotechnology community called Counter Current Chromatography. In their discussion we will discover that there is good and bad in any partnering relationship. The third panel member will discuss a different partnership that was started under very unusual circumstances, making the partnering negotiations an ugly task to work through.

- Michael A. Shmilovich, Esq., National Institutes of Health, Office of Technology Transfer
- Martha Knight, Director, CC Biotech LLC
- Mojdeh Bahar, J.D., MA, NIH Office of Technology Transfer and FLC MAR Coordinator- Elect

11:00-11:45 **Valley of Death: How to Cross and Live to Tell About It: BYOW/Bring Your Own Water**, Moderator: Mr. Ray Turcotte, Innovative Partnerships Program, NASA Langley

- What the "Valley of Death" really means
- Effective ways to cope with the transition challenge, idea to marketplace

11:45-12:30 **Awards**, Moderator: Mrs. Lorraine Flanders, Naval Surface Warfare Centre, Dahlgren Division and FLC MAR Deputy Coordinator

- **Formal Awards**
- **Hot, Hotter, Hottest Partnerships and Technologies**

12:30-12:40 **Closing Remarks, Looking Ahead: Future Visions**, Mojdeh Bahar, J.D., MA, NIH Office of Technology Transfer and new FLC MAR Coordinator

12:40-1:30 **Lunch**