

***SBIR CONFERENCE***  
***From Awareness to Awards and Commercialization***  
***-Detailed Agenda -***

<b>8:00 am</b>	<b>REGISTRATION, BREAKFAST &amp; NETWORKING</b>
<b>8:45 am</b>	<p><b>WELCOME</b>  Renee Winsky  President and Executive Director  Maryland Technology Development Corporation (TEDCO)</p> <p>Luwanda Jenkins  Special Secretary  Governor's Office of Minority Affairs</p> <p>The Honorable Jacques S. Gansler, Ph.D.  Professor and Roger C. Lipitz Chair  Director, Center for Public Policy and Private Enterprise  Director, Sloan Biotechnology Industry Center  University of Maryland</p>
<b>9:00 am</b>	<p><b>OPENING REMARKS</b>  Edsel Brown, Assistant Director  Office of Technology  U.S. Small Business Administration</p>
<b>9:15 am</b> <i>Q&amp;A,</i> <i>10:30 –</i> <i>10:45</i>	<p><b>GENERAL SESSION PANEL:  TRENDS IN TECHNOLOGY AND PROGRAMMING</b>  <i>Moderated by: Michael Caccuitto, SBIR/STTR Manager, Department of Defense</i></p> <p>Jo Anne Goodnight, SBIR/STTR Program Director, National Institutes of Health  Charles Cleland, National Program Leader, United States Department of Agriculture  F. C. Thomas Allnutt, Program Director and Biotechnology Cluster Leader, SBIR/STTR  Program, National Science Foundation  Clara Asmail, SBIR Program Manager, National Institute of Standards and Technology  Larry James, SBIR Program Director, Department of Energy</p> <p><b>About This Panel:</b></p> <ul style="list-style-type: none"> <li>• Overview of SBIRs.</li> <li>• Snapshot of trends in technology.</li> <li>• Discussion of new features of the coming year's programs.</li> <li>• Insight into technologies of interest for funding in order to meet agency's mission.</li> </ul>
<b>10:45 am</b>	<b>BREAK: EXHIBITS, NETWORKING, POSTERS</b>
<b>11:00 am</b>	<b>BREAK OUT SESSIONS [Panels Repeat, 2 pm – 3 pm]</b>
	<p><b><i>Eye of the Investor</i></b>  <i>Moderated by: Dean Chang, Ventures Director, Maryland Technology Enterprise Institute</i></p> <p>John May, Managing Partner, New Vantage Group</p>

	<p>Jonathan Aberman, Managing Director, Amplifier Ventures Brad Hecht, Assistant Vice President, Presidential Financial Corporation of the Chesapeake</p> <p><b>About This Panel:</b></p> <ul style="list-style-type: none"> <li>• Addresses question of “what is required to be funding worthy?”</li> <li>• Exchange on ways to leverage your SBIR success.</li> </ul>
	<p><b><i>Parallel Tracking: SBIR and FDA</i></b> <i>Moderated by:</i> Ric Zakour, Executive Director, MDBio</p> <p>Martin Green, Supervisory Toxicologist, Division of Vaccines and Related Product Applications, CBER, Food and Drug Administration M. Javad Aman, President and Chief Scientific Officer, Integrated BioTherapeutics Ginette Serrero, CEO, A&amp;G Pharma Judy Britz, Former CEO, Cylex</p> <p><b>About This Panel:</b></p> <ul style="list-style-type: none"> <li>• Provides the process necessary to take a product to market and how the FDA factors into this model.</li> <li>• Key topics include: strategic planning, feasibility, challenges, and necessity to develop products with FDA guidelines.</li> </ul>
	<p><b><i>Funding Transitions: Phase I to Phase II and Beyond</i></b> <i>Moderated by:</i> Jim Poulos, Vice President, Technology Transfer and Commercialization</p> <p>Steve Fritz, President, Emerald Sky Technologies Nancy Lilly, President, JEM Engineering Michael Kleder, President, Delta Epsilon Michael Weingarten, SBIR/STTR Program Director, National Cancer Institute Vincent “Vinny” Schaper, SBIR Director, Department of Homeland Security</p> <p><b>About This Panel:</b></p> <ul style="list-style-type: none"> <li>• Companies share their real-world experiences with successful SBIR/STTR application submissions through the continuum.</li> </ul>
<b>12:00 pm</b>	<b>BREAK: EXHIBITS, NETWORKING, POSTERS</b>
<b>12:30 pm</b>	<b>LUNCH</b>
<b>1: 15 pm</b>	<p><b>KEYNOTE SPEAKER</b> <b>Mary Ann Beyster, President</b> <b>Foundation for Enterprise Development</b></p> <p><b><i>ABOUT THE FOUNDATION FOR ENTERPRISE DEVELOPMENT:</i></b> The Foundation for Enterprise Development (FED) was established in La Jolla, California, in 1986 by Dr. J. Robert Beyster and focused on education and training of entrepreneurship and employee ownership in US and internationally. In 2002, the FED launched the Beyster Institute to carry on this important mission, and as of 2004 the Beyster Institute became part of the Rady School of Management at the University of California, San Diego.</p> <p>Mary Ann Beyster became FED President in 2005 and has full and part-time staff and consultants working in La Jolla, a satellite office in Washington DC, the San Francisco Bay Area, and other U.S. cities. The FED has numerous programs to promote and advance research on employee-ownership and</p>

	<p>works directly with early stage and expansion companies to help prepare companies for growth and help maintain the ownership with those who grow their company.</p> <p>Mary Ann is the principal investigator for DARPA's small business technology transfer. Previous to FED, Ms. Beyster held management and business development positions at SAIC, CH2MHill, and SRI International, working in a range of fields including energy, environment, water, life sciences, and national security. She holds a M.S. degree in Management from MIT Sloan School of Management, and a B.S. degree in Industrial Engineering from California Polytechnic State University at San Luis Obispo.</p> <p>For more information, visit <a href="http://fed.org/">http://fed.org/</a></p>
<b>1:45 pm</b>	<b>BREAK: EXHIBITS, NETWORKING, POSTERS</b>
<b>2:00 pm</b>	<b>BREAK OUT SESSIONS</b> [Repeat Panels]
	<p><b><i>Eye of the Investor</i></b>  <i>Moderated by:</i> Dean Chang, Ventures Director, Maryland Technology Enterprise Institute</p> <p>John May, Managing Partner, New Vantage Group  Jonathan Aberman, Managing Director, Amplifier Ventures  Brad Hecht, Assistant Vice President, Presidential Financial Corporation of the Chesapeake</p> <p><b>About This Panel:</b></p> <ul style="list-style-type: none"> <li>• Addresses question of “what is required to be funding worthy?”</li> <li>• Exchange on ways to leverage your SBIR success.</li> </ul>
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<b>3:00 pm</b>	<b>BREAK: EXHIBITS, NETWORKING, POSTERS</b>
<b>3:15 pm</b> <i>Q&amp;A,</i> <i>4 – 4:15</i>	<p><b>CLOSING GENERAL SESSION: PRIME-SUB RELATIONSHIPS AND MORE</b> <i>Moderated by: Ron Kaese, Senior Program Manger, Federal Labs, TEDCO</i></p> <p>Advanced Powder Solutions/Raytheon Prime: Randall Echols, President, Advanced Powder Solutions Sub: Walter Wigglesworth, LCKV Program Manager, Raytheon Customer: Doug Schaefer, Director, Producibility and Manufacturing Technology, DoD MDA</p> <p>Northrop Grumman /Sensics Prime: Dennis Fortner, Senior Manager, Intellectual Property and Strategic Technology Agreements, Northrop Grumman Sub: Dr. Larry Brown, President, Sensics, Inc.</p> <p>Techno-Sciences/Navy Prime: Brad Kidwell, Director of Marketing and Business Development, Techno-Sciences, Inc. Customer: Navy</p> <p>Smith Detection Presenter: Jill Myrick, Director, Contracts and Compliance, Smith Detection</p> <p><b>About This Panel:</b></p> <ul style="list-style-type: none"> <li>• Prime and Sub relationships are explored; <ul style="list-style-type: none"> <li>○ Large corporate prime with SBIR sub</li> <li>○ SBIR prime with large corporate sub</li> <li>○ Going it alone as the prime</li> <li>○ Acquisitions of SBIR companies as a business element</li> </ul> </li> <li>• The questions of “how-to,” mutual goals and challenges are addressed.</li> </ul>
<b>4:15 pm</b>	<b>EXHIBITS, NETWORKING, AND POSTERS</b>
<b>5:15 pm</b>	<b>ADJOURN</b>