

2022 FLC National Meeting Schedule-at-a-Glance

(Schedule subject to change: revised April 20, 2022)

Tuesday, June 21

Training Day Courses

11:00 am – 4:45 pm

AUTM Technology Valuation Course

Instructors:

Steven Ferguson, NIH Office of Technology Transfer

Ashley Stevens, Focus IP Group

AUTM's Technology Valuation Course teaches the fundamental principles of how to construct the various financial terms that go into a license. The course examines concepts such as valuation versus pricing and risk, as well as a series of valuation methodologies, including cost, income, industry standards (comparables), rules of thumb, discounted cash flow and equity. The first segment concludes with a review of payment structures within a license and shows the financial flows under a typical academic-stage life sciences license. The course focuses on practical applications including case studies.

11:00 am – 4:45 pm

T2 for Beginners

Instructors:

Steven Marquis, National Institute of Standards and Technology

Kathleen McDonald, Los Alamos National Laboratory

Kiana Williams, National Security Agency

This interactive course on technology transfer fundamentals covers all you need to know to dive in headfirst! Instructors will share their experiences in technology transfer and walk you through the fundamental authorities governing Federal

technology transfer. Using real-world examples of technologies moved from the federal sector to private industry, they will share "tricks of the trade" and provide you with exercises you can apply, in real-time.

11:00 am – 4:45 pm

CRADA Course

Instructors:

Robert Charles, U.S. Army Medical Research and Development Command

Jason Martinez, Sandia National Laboratories

Cooperative Research and Development Agreements (CRADAs) are one of technology transfer's most important mechanisms, understanding them is crucial for most federal T2 professionals. This intermediate-level course offers a one-stop shop for everything CRADA. You will learn about the CRADA and how it works through instruction by seasoned T2 experts and a real-life example. Course topics include CRADA authority and laws, practices, and pitfalls, as well as intellectual property considerations.

11:00 am – 4:45 pm

Strategic T2 for Engaging the External Ecosystem

Instructors:

Stephen Auvil, TEDCO

Jenna Dix, NSW Crane

This course will provide the intermediate or advanced technology transfer professional with information about engaging organizations within their ecosystems to further their lab's technology transfer efforts and advancing their region's economy. Professionals from a laboratory (an insider perspective) and a technology-based, economic development organization (an outsider perspective) will lead an interactive session around this topic. The session will highlight best practices and outline challenges faced by both the laboratories and ecosystem partners. You will hear from a variety of labs and stakeholders and will participate in the discussion through informal question and answer sessions and structured activities.



11:00 am – 4:45 pm

Intellectual Property for T2 Professionals

Instructors:

David Lee, United States Army

Steven Rubin, Moritt Hock & Hamroff LLP

Jayne Selinger, MIT Lincoln Laboratory

This course examines the patent process and other forms of intellectual property (IP) protection in the context of federal technology transfer. It will provide detailed information on how to protect intellectual property in federal laboratories, with a focus on the patent process; summarize ownership rights to IP developed under government contracts; explain the major laws affecting IP in federal labs; and explain the types of rights collaborators typically want and how to work with them within the law.

1:30 pm – 2:15 pm

Lunch Break

Wednesday, June 22

11:00 am - 11:05 am

Introduction to the meeting from emcee

11:05 am – 11:15 am

Welcome from the Chair, Linda Burger, National Security Agency

11:15 am – 12:00 pm

Keynote Address - Partnering to Advance Technology Transfer

Ray Leach, CEO, JumpStart, Inc

Strong public-private partnerships help accelerate the commercialization of federally funded technologies. JumpStart CEO Ray Leach will share insights on leveraging entrepreneurial expertise to navigate the challenges of bringing a technology to market and securing venture capital investment. He will discuss assessing technologies for commercial potential, understanding what is needed to get a product to market and engaging with the venture/startup sector.

JumpStart is a Cleveland-based venture development organization providing capital, services, and connections to help entrepreneurs grow, researchers commercialize, and corporations innovate. During Ray's tenure as CEO, JumpStart has gained a national best-

in-class reputation for its innovative economic development models and its work to accelerate the growth of entrepreneurship throughout the state of Ohio. Ray was a Sloan Fellow and a graduate of the MIT Sloan School of Management and the University of Akron. He began his career at IBM and went on to co-found four startups. He is the founding CEO of JumpStart Inc.

12:00 pm – 12:30 pm

Break

12:30 pm – 1:15 pm

Concurrent Session – Educational Sessions
Marketing the Lab, Inside and Out

Instructors:

Jennie Hempstead, Wright Brothers Institute

Sara Hunt, Pacific Northwest National Laboratory

Daniel Lockney, NASA

This session will cover marketing topics of interest including, train up your inventor “salesforce”, stage gate processes for converting data into valuable market intelligence, direct and indirect marketing best practices, and ways to measure marketing success. Participants will learn about creative approaches to reach current and new audiences, tools that help you share your message, and building your network.

Helping Your Commercial Partners Succeed with the
Manufacturing Extension Partnership

Moderator: David McFeeters-Krone, Intellectual Assets, Corp

Speakers: TBD

The Manufacturing Extension Partnership (MEP) helps small manufacturers (SMMs) achieve operational excellence. With funded offices in every state, these trusted advisors have unique access and geographic breadth to assist FLC stakeholders (licensees, CRADA partners, vendors, etc.) source key materials, design efficient workflows, and generally increase the likelihood of them meeting your objectives. The administration’s new focus on building in America increases the opportunity for US SMMs to meet the needs of the government and to use that as a



springboard to global competitiveness. In fact, the DoD has recognized this value and opportunity by providing funds through their MilTech program to help new DoD contractors meet their obligations, which often relies on MEP for services. NIST MEP has also funded a MEP Advanced Tech Team to facilitate interactions between SMMs and FLC members. This session will highlight how the MEP helps SMMs through its core offering, its special projects like the MEP Advanced Tech Team, and its collaboration with other projects like MilTech.

1:15 pm – 1:45 pm

Lunch Break

1:45 pm – 2:45 pm

FLC 2022 National Awards Ceremony

2:45 pm – 3:15 pm

Break

3:15 – 4:00 pm

Lab Directors Forum

4:00 – 4:30 pm

Break

4:30 pm – 5:15 pm

Concurrent Session – Educational Sessions

Federally-developed Software in your Everyday Life — T2 Stories from FLC Award Winners

Moderator: Whitney Hastings, National Institutes of Health

Speakers: TBD

This session will recognize the success stories from our federal labs and help us to learn from these examples. The panel will provide insights on T2 best practices and real-world challenges.

Infusing Federal Technology into Startups

Moderator: Dr. Paul Campbell, Brown Venture Group

NASA Glenn Research Center welcomes you to Cleveland with an engaging discussion of how the Federal Labs are impacting small businesses. Entrepreneurship plays a vital role in the growth of the U.S. economy. According to the SBA, half of the jobs in the US are in small businesses. The Ewing Marion Kauffman Foundation's

analysis of 2006-2007 Census data shows that 2/3 of new jobs came from young firms. As our country is recovering from pandemic-induced economic turbulence, what roles can the Federal Laboratories play? We'll hear a variety of points of view from tech transfer personnel, venture capitalists, and company founders on how lab-developed technology moves into startups.

Thursday, June 23

11:00am – 11:45 am

Welcome and Town Hall Meeting

Moderator: Linda Burger, National Security Agency

11:45 am – 12:15 pm

Break

12:15 pm – 1:00 pm

Concurrent Session – Educational Sessions

Seed investing in Tech Ventures- Evolving Models

Moderator: Robert Heard, Cimarron Capital Partners

Hear from investors in seed stage technology ventures. Learn how they evaluate opportunities, value companies, price deals, and structure investments. We will explore how investee companies seek commercial advantage from licensed technologies.

Artificial Intelligence and Intellectual Property

Moderator: Elizabeth Arwine, U.S. Army Futures Command

Join this discussion on AI and IP--what is and is not patentable or copyrightable and concerns when engaging in acquisition for AI related technology. Discussions will include the Dabus AI patent cases, monkey selfie copyright, issues, and Google v Oracle cases.

1:00 pm – 1:30 pm

Break

1:30 pm – 2:15 pm

Concurrent Session – Educational Sessions

Congrats you have a licensee! Now the real work begins.

Moderator: David McFeeters-Krone, Intellectual Assets, Corp

This session will discuss national, regional, and lab programs to



help FLC stakeholders (licensees, CRADA partners, vendors, etc) overcome hurdles and beat the odds. The Manufacturing Extension Partnership (MEP) national network helps small manufacturers (SMMs) achieve operational excellence. With offices in every state, these trusted advisors have unique access and geographic breadth to help FLC stakeholders source key materials, design efficient workflows, and generally increase the likelihood of them meeting your objectives. The U.S. Army Engineer Research and Development Center (ERDC), through their Partnership Intermediary (PIA) ERDCWERX, have adapted tools and capabilities originally put in place to support tech challenges and other spin-in activity to build a commercialization assistance program. The New Mexico DOE National Laboratories, in partnership with funding from a State of New Mexico tax-credit exchange, have piloted a tech maturation program to provide technical assistance to local companies. In its first year, the program has provided over \$1M in dedicated technical assistance, four CRADAs and seven licenses.

Small Business Fireside Chat: Pivoting to Meet Market Needs

Moderator: Karen Presley, National Security Agency

This panel of small businesses will discuss their respective entrepreneurship journey as they transformed federally funded technologies into commercial products. The entrepreneurs will discuss the process of developing a plan and product that incorporated government technology and the lessons learned along the way. They will provide insight into the types of resources that would have been helpful along their journey.

2:15pm – 2:45pm

Break

2:45pm – 3:30pm

Concurrent Session – Educational Session

Critical Infrastructure Innovation: Seeking to Secure Our Cities, Communities, and Municipalities

Moderator: Pete Tseronis, Dots and Bridges LLC



Our Nation is at an inflection point. The infrastructure (bridges, power grid, telecommunications, vehicles) supporting our most critical assets (people) is evolving. The objective is to leverage state-of-the-art communications, computing, and sensor technologies to foster cleaner, safer, and more equitable places to live and work. Integrating these information and communications technologies (ICT) to unearth sustainable societal value is paramount.

3:45 pm – 4:15pm

Closing Statements and Election Results