

## 2022 FLC National Meeting Schedule-at-a-Glance

(Schedule subject to change: revised May 24, 2022)

Tuesday, June 21 (All times in ET)

### Training Day Courses

11:00 am – 4:45 pm

#### **T2 for Beginners**

Instructors:

Steven Marquis, National Institute of Standards and Technology

Kathleen McDonald, CloudArc

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

#### **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. This 4-hour session will provide an overview of the full-day AUTM course, which 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.



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, Naval Surface Warfare Center, Crane Division

Kim Mozingo, TEDCO

Mike Paulus, Oak Ridge National Laboratory

Jason Rittenberg, SSTI

Diana Teele, Naval Warfare Center, Aircraft Division Orlando

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:

Steven Rubin, Moritt Hock & Hamroff LLP  
Jayme 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**

Moderator: Jennie Hempstead, Wright Brothers Institute

Panelists: Daniel Lockney, NASA

Rene Meadors, Wright Brothers Institute

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: Danny Norman, Tennessee Manufacturing Extension Partnership (TN MEP)

Panelists: Jose A. Colucci, National Institute of Standards and Technology

David McFeeters-Krone, Intellectual Assets, Corp.

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**

Moderator: Dick Paul, NAC

Speaker: Bartley P. Durst, U.S. Army Corps of Engineers, Engineer Research and Development Center (ERDC), Geotechnical and Structures Laboratory

The Lab Directors Forum is an informative discussion on best practices in lab direction and what makes an outstanding lab director. This year, Dick Paul, the FLC NAC Chair, will host the discussion with the 2022 Lab Director of the Year, Bartley P. Durst, of the U.S. Army Corps of Engineers, Engineer Research and Development Center, (ERDC) Geotechnical and Structures Laboratory. Bartley has earned this prestigious award because of his reputation for innovation. As Director of the Geotechnical and Structures Laboratory (GSL), he is known for championing partnerships that turn innovations into impactful opportunities. Join this session to learn how he does that and how his lab has nearly doubled the total number of licenses issued during his five years as Director.

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: Lisa Marianni, Centers for Disease Control and Prevention

Panelists: George Gitchel, U.S. Department of Veteran Affairs  
Sara Hunt, Pacific Northwest National Laboratory  
Joan Wu-Singel, TechLink

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

Panelists: Earl Cole, The SMART Tire Company

Kathleen McDonald, CloudArc

Harvey Schabes, NASA Glenn Research Center

NASA Glenn Research Center welcomes you 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

Panelists: Jenna Dix, Naval Surface Warfare Center, Crane Division

Dr. Whitney Hastings, National Institutes of Health

Karen Presley, National Security Agency

Jennifer Stewart, Naval Surface Warfare Center, Corona Division (Q&A)

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

Panelists: Dave Blivin, Cottonwood Ventures



Karl Fooks, U.S. Treasury Advisor on Venture Investing Programs by States

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**

Speaker: 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.

Panelists: Janice Karcher, ERDCWERX

David Kistin, Sandia National Laboratories

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 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

Panelists: Benjamin Harvey, AI Squared

Sudesh Kumar, Director Kapalya, Inc.

Neil Norris, Athcorp Inc. and XZEVN Solutions

Robert Williams, XZEVN Solutions

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.

2:15 pm – 2:45 pm

Break

2:45 pm – 3:30 pm

**Concurrent Session – Educational Session**

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

Moderator: Pete Tseronis, Dots and Bridges LLC

Panelists: Chris Guttman-McCabe, Anterix

Lan Jensen, Cybertrust America

Jennifer Morrissey, Dentons

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.

**March-in Rights**

Moderator: Dr. Mark Rohrbaugh, National Institutes of Health

Panelists: Rochelle Blaustein, Department of Energy

Bethany Loftin, National Institute of Standards and Technology





Dr. Mark Rohrbaugh will lead a discussion of requests for March-In under the Bayh-Dole Act. The Bayh-Dole March-in policy (35 USC 203) sets forth the conditions for the government to pull back on Bayh-Dole inventions. This is particularly important to federal labs for joint inventions, as well as situations where the ORTA will be involved in agency policy and response. While there have been petitions for March-in, and it sometimes makes it into the national news, the policy has never been used. Mark has worked on the NIH response to these requests and will share insights.

3:30 pm – 3:45 pm

Break

3:45 pm – 4:15 pm

Closing Statements and Election Results