



SBIR Road Tour

SEEDING AMERICA'S FUTURE INNOVATIONS

September 16, 2019

Dudley H. Davis
Center Grand Maple Ballroom 4th Floor
590 Main Street Burlington, VT 05405

- 7:30 – 8:00 a.m.** **Registration and Networking**
- 8:00 – noon** **SBIR/STTR Federal Agency Presentations, Panel Sessions, and *One-on-One Meetings**
- 8:00 – 8:10 a.m.** **Host Introduction and Welcome**
John Evans, President, Vermont Technology Council
Lindsay Kurrle, Secretary, VT Agency of Commerce and Community Development
Wendell G. Davis, SBA Regional Administrator for New England
- 8:10 – 8:45 a.m.** **America's Seed Fund – SBIR/STTR Overview, U.S. Small Business Administration (SBA)**
- 8:45 – 9:00 a.m.** **Federal Laboratory Consortium (FLC)**
David Pronchick, Assistant Department Head, Contracting Services Department at MIT Lincoln Laboratory
- 9:00 – 9:50 a.m.** **Reverse Pitches – 5 Minute Agency Elevator Pitch**
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| U.S. Department of Transportation (DOT) | 9:00 AM |
| U.S. Department of Energy (DOE) | 9:05 AM |
| National Institutes of Health (NIH) | 9:10 AM |
| National Science Foundation (NSF) | 9:15 AM |
| U.S. Department of Agriculture (USDA) | 9:20 AM |
| Department of Defense - Air Force (USAF) | 9:25 AM |
| Department of Defense – Navy (DON) | 9:30 AM |
| Department of Defense - Missile Defense Agency (MDA) | 9:35 AM |
| National Aeronautics and Space Administration (NASA) | 9:40 AM |
| National Institute of Standards and Technology (NIST) | 9:45 AM |
- 9:50 – 10:30 a.m.** **Flexible Funding Opportunities: The Granting Agencies**
Description: Panel discussion with Program Managers highlighting the unique aspects guiding the SBIR granting agencies. Topics include agency interest points, investigator-initiated projects, proposal evaluation, agency contacts, and commercialization strategies
Moderator: U.S. Small Business Administration (SBA)
Chris O'Gwin, Outreach and Assistance Program Manager, U.S. Department of Energy
Robert Vinson, Program Manager, SBIR, National Institutes of Health
Kerstin Mukerji, Staff Associate, National Science Foundation
Elden Hawkes, Program Specialist, U.S. Department of Agriculture
- 10:30 – 10:45 a.m.** **U.S Patent and Trademark Office (USPTO)**
Elizabeth Dougherty, Atlantic Outreach Liaison, U.S. Patent and Trademark Office
- 10:45 – 11:20 a.m.** **Surprising Opportunities with DoD and NASA**
Description: Panel discussion with Program Managers highlighting the varied nature of NASA and the Department of Defense (DoD) Agencies, which together account for almost half of the SBIR/STTR award dollars each year. Focus areas include topic selection, evaluation rigidity, proposal assistance, DoD/NASA as an investor and a customer, data rights, and transitioning to Phase III.

Moderator: U.S. Small Business Administration (SBA)

Lynn Garrison, SBIR/STTR Technology Transfer Lead, National Aeronautics and Space Administration

Donna Hillegass Attick, Program Manager, Naval Air Systems Command

Michael Bilinski, Air Force SBIR/STTR Portfolio Manager, U.S. Air Force

11:20 a.m. – Noon **Inside the Head of an Evaluator: Common Mistakes**

Description: Panel discussion with Agency Program Managers on the most common and avoidable mistakes made by applicants, as well as candid insights for preparing more competitive proposals.

Moderator: U.S. Small Business Administration (SBA)

Dr. Jonathan Franca-Koh, Program Director, National Institutes of Health, National Cancer Institute

Mary Clague, SBIR Program Director/NAIS Administrator, National Institute of Standards and Technology

Graciela Narcho, Deputy Division Director – IIP, National Science Foundation

Elden Hawkes, Program Specialist, U.S. Department of Agriculture

**One-on-One sessions run concurrently with agency presentations and panels. Agenda subject to change*

12:00-12:30 *Lunch buffet – please pick up food and return to table*

12:30-12:35 *UVM Vice President for Research: Richard Galbraith*

12:35- 1:30 *Panel: Success Stories & Tips from those who've been there*

- *Steve Arms GM, Swarms Ventures, LLC (moderator)*
- *Ryan McDevitt, CEO Benchmark Space Systems*
- *Jeff Frolik, UVM professor, Co-founder of Packetized Energy*

1:30-2:15 *Top Do's and Don'ts for your SBIR/STTR Proposal*

- *Nick Grimley, Director of Entrepreneurship & Tech Commercialization Vermont Department of Economic Development (moderator)*
- *Angie Pollard, Scientific Consultant from Eva Garland Consulting, LLC*
- *Norton Kaplan, President and COO of Foresight Science and Technology Inc.*

2:15-3:30 *Local & State Resources available to innovators, researchers, and technology entrepreneurs*

- *Corine Farewell, Director, UVM Innovations (moderator)*
- *John Antonucci, Executive Director, LaunchVT*
- *Arne Bomblies, State EPSCoR Director*
- *David Bradbury, President, Vermont Center for Emerging Technologies*
- *Nick Grimley, Director of Entrepreneurship & Tech Commercialization Vermont Department of Economic Development*
- *Michael Metz, Board Member, Generator*
- *Adam Roof, Project Manager, BTV Ignite*
- *Linda Rossi, State Director, Vermont Small Business Development Center*
- *Joanne Spaulding, Director, Vermont Procurement Technical Assistance Center*
- *Tina Thornton, Asst. Professor UVM iTREP & DRIVEN grants*