

Virginia's Center for Innovative Technology



Virginia's 10th Annual SBIR Conference

October 13-14, 2004
Sheraton Crystal City
Arlington, Virginia

On-site registration - \$180 - will be available on a space-available basis. Credit card payments only.



In 2002, Virginia firms won 375 SBIR/STTR and ATP awards totaling \$105 million. This annual conference, now in its tenth year, draws previous award winners and promising new applicants to learn about current mission requirements from federal agency program managers and to gain insight for preparing successful award applications.

Attendees from all regions of the Commonwealth take advantage of the educational and networking opportunities at this once-a-year gathering to increase their chances of winning SBIR/STTR and ATP awards, find new technical and strategic partners, and discover ways to commercialize their technologies.

This year's event features [one-on-one meetings](#) with federal agency program managers as well as panel discussions on financing, IP protection, marketing success, partnering, and government contracting and compliance. The Virginia SBIR Conference will also be the setting for the 1st Annual Small Business Research Commercialization Awards Gala. This program will recognize Virginia small businesses for achievements in commercializing technology developed under the federal SBIR, STTR and ATP programs. [Read more about the awards.](#)

\$2 billion is set aside for small business research and development from these federal agencies through the Small Business Innovative Research and Small Business Technology Transfer programs:

- Department of Agriculture
- Department of Commerce
- Department of Defense
- Department of Education
- Department of Energy
- Department of Health and Human Services
- Department of Homeland Security
- Department of Transportation
- Environmental Protection Agency
- National Aeronautics and Space Administration
- National Science Foundation

In addition the National Institute of Standards and Technology's Advanced Technology Program (ATP) funds high-risk, high-payoff projects from all technology areas.

[Sponsorship and Exhibit Opportunities \(pdf\)](#)

[Sign-up for limited one-on-one appointments with agency program managers.](#)

[Preliminary Event Program Details](#)

All conference functions take place in the Sheraton Crystal City, Arlington, VA

Wednesday, October 13, 2004

2:00 PM - 3:00 PM	General Registration
3:00 PM - 3:10 PM	Welcome and Opening Remarks Peter Jobse, President, CIT
3:10 PM - 3:30 PM	Importance of Small Business Research Support Edsel Brown, U.S. Small Business Administration
3:30 PM - 4:10 PM	SBIR/STTR Strategies for Small Business Ann Eskesen, Innovation Development Institute
4:10 PM - 5:00 PM	Panel: Small Business Research & Development Jere Glover, Small Business Technology Coalition; Fred Wentzel, National Council for Advanced Manufacturing; Valerie Perlowitz, Information Technology Association of America
5:00 PM - 5:15 PM	Break & Exhibit Showcase
	Agency Briefings
	Track A: Department of Defense Susan Nichols, U.S. Army Len Moore, U.S. Air Force
	Track B: Department of Defense Frank Rucky, Missile Defense Agency Connie Jacobs, DARPA Wendy Hill, DTIC
5:15 PM - 6:00 PM	Track C: Environmental Protection Agency, Department of Transportation, Department of Education James Gallup, EPA Joseph Henebury, Dept. of Transportation

Platinum Sponsors



American Express
Tax and Business Services



Gold Sponsor



Silver Sponsors



Bronze Sponsors



[CIT's Goals](#)

1. Create new nanotechnology and life sciences industry clusters in Virginia
2. Solve national and regional technological challenges through world-class R&D programs with Virginia partners
3. Make Virginia a global leader in the development of entrepreneurial technology ventures
4. Advance Virginia's technology commissions and policy initiatives

[Virginia's Strategic Plan for Technology, 2002-2008](#)

	Track D: National Institutes of Health Kay Etzler, NIH
6:00 - 9:00 PM	Gala Reception -- Virginia's 1st Annual Small Business Research Commercialization Awards The Honorable Eugene J. Huang, Secretary of Technology, Commonwealth of Virginia



Thursday, October 14, 2004

7:30 AM - 8:30 AM	Registration and Continental Breakfast
8:30 AM - 9:20 AM	Panel: SBIR Life-Cycle Kay Etzler, NIH Kesh Narayanan, National Science Foundation Carl Ray, NASA John Williams, U.S. Navy
9:20 AM - 9:40	Valuation of Intellectual Property David Martin, M-CAM
9:40 AM - 10:15 AM	Panel: Successful Commercialization & Contracting Charles Gause, Luna Innovations Richard Martin, Neosis Ralph Koch, Aurora Flight Sciences
10:15 AM - 10:30 AM	Break and Exhibits Showcase
10:30 AM - 11:15 AM	Agency Briefings/Industry Presentation Track A: National Science Foundation Richee Coryell, NSF Track B: Homeland Security Advanced Research Projects Agency Timothy Sharp, HSARPA Track C: Industry Presentation: Technology Commercialization John Pollis, Business & Technology Center, Virginia Tech
11:15 AM - 12:00 PM	Agency Briefings/Industry Panel Track A: U.S. Navy John Williams, U.S. Navy Track B: Departments of Energy and Agriculture Charles Cleland, USDA Larry James, DOE Track C: Industry Panel: Alternative Financing Moderator: Bill Bean, Technology Business Center, College of William & Mary M. Susan Hudson, Mid-Atlantic Small Business Finance, Inc. Terry Adkins, Presidential Finance Corp.
12:00 PM - 1:30 PM	Luncheon & Keynote Remarks Dr. Kent Murphy, CEO and Founder, Luna Innovations
1:30 PM - 2:15 PM	Agency Briefing/Industry Panels Track A: NASA Carl Ray, NASA Track B: Industry Panel Award Compliance Issues Don Kaninitz, American Express Tax and Business Services Mike Wyatt, Hogan & Hartson, LLP Track C: Agency/Industry Panel Technology Development Opportunities Paul Fricht, DOD Challenge Award Chris Jordan, Endeavor Systems Marty Jackson, Office of Naval Research
2:15 PM - 3:00 PM	Agency Briefings Track A: Advanced Technology Program Robert Sienkiewicz, National Institute of Standards and Technology Track B: Industry Panel Prime & Subcontractor Relationships Steve Lebischak, Northrop Grumman Shekar Rao, Raytheon Wally Johnson, GMU Mentor Protege Program Track C: Industry Panel Marketing Success Rodney Loges, NetStrategies Dede Haas, DLH Services Trey Middleton, 4Wave, Inc. Michael Mullins, Silicon Graphics
3:00 PM - 3:20 PM	Break and Exhibit Showcase
3:20PM - 4:05 PM	Panel: Acquisition Success Story John Allen, Windsor Group Douglas Rodgers, Focus Enterprises, Inc. Dave Cummings, Agile Equity
4:05 PM - 4:50 PM	Panel: Venture Capital and Angel Perspectives Don Rainey, Intersouth Partners Brewster Crosby, New Vantage Group Tom Schell, Novak Biddle Partners Kevin Leclair, SpaceVest
4:50 PM	Closing Remarks Peter Jobse, President, CIT

7:30 AM - 3:20 PM Exhibit Showcase

Online registration is closed.

On-site registration - \$180 - will be available on a space-available basis. Credit card payments only.

[Sign-up for limited one-on-one appointments with agency program managers.](#)

Conference Hotel
CIT has negotiated a special hotel room rate of \$150 single, \$170 double, for all attendees, which will be available until September 24. Please request the Virginia SBIR Conference rate when you make your reservation. The discounted hotel room rate expires 5:00 PM Friday, September 24.



[Sheraton Crystal City](#)
1800 Jefferson Davis Highway
Arlington, VA 22202
(703) 486-1111
[Metro and Driving Directions\(pdf\)](#)



Innovation Avenue: CIT's online **guide**
for Virginia's **technology** entrepreneurs



[HOME](#) | [ABOUT CIT](#) | [PROGRAMS](#) | [CIT EVENTS](#) | [NEWS](#)
[INNOVATION AVENUE](#) | [IDHS](#) | [ONE VIRGINIA](#)
[SITEMAP](#) | [PRIVACY](#)

©CIT 2004, Virginia's Center for Innovative Technology

