BUILDING BRIDGES FOR A BETTER FUTURE
Welcome to SSTI's 2017 Annual Conference
Building Bridges for a Better Future

SSTI strengthens initiatives to create a better future through science, technology, innovation and entrepreneurship.

SSTI provides a variety of services and resources, including:

- **SSTI Weekly Digest** – SSTI’s free weekly newsletter provides readers with valuable, timely information on critical issues affecting the innovation community;

- **Funding Supplement** – This members-only publication provides information on thousands of funding opportunities offered by the federal government and others;

- **Educational Opportunities** – With SSTI’s Annual Conference and monthly webinars, policymakers and practitioners discover proven approaches and fresh perspectives to help their regions;

- **Research Assistance** – Research to provide practitioners with information essential to develop and evaluate innovation policies and programs (a member benefit for State and Sustaining members); and,

- **Policy Outreach** – Through its Innovation Advocacy Council, SSTI communicates with Congress about policies that can further strengthen regional innovation economies.

Stop and ask one of the SSTI staff about all that we do – even if you have worked with us for a while, you may be surprised.

Speaker Bios are available online at ssticonference.org/speakers
Roundtable Discussions

Connect with peers in your field, explore common challenges and become inspired with new ideas during these interactive roundtable discussions.

Capital Program Management
Studio D

Successful management of capital programs will be the focus of this roundtable. Seed and VC funds, VDOs and other capital program managers should join us to discuss program administration, investment structures and ongoing sustainability with peers from around the country.

Facilitator: Jason Rittenberg, Membership and Development Director, SSTI

Higher Education
Studio A

Join your higher education peers for a participant-driven discussion of topics focused on the roles colleges and universities play in regional economies. Share your successes and explore solutions to common challenges as you identify strategies to take back to your institution.

Facilitators:
John Provo, Director, Office of Economic Development, Virginia Tech
Cheryl Turnbull, Senior Director, New Ventures, Technology Commercialization Office, The Ohio State University
Steve Wyatt, Associate Vice Chancellor/Vice Provost for Economic Development, University of Missouri

State Initiatives
Studio E

Those involved with state innovation policy and programs will want to join their peers for a lively conversation exploring solutions to the current challenges and evolving nature of their work at the state level.

Opening Remarks:
Deborah Cummings, Principal and Senior Director, TEConomy Partners, LLC

Moderator:
Michael Cassidy, President and CEO, Georgia Research Alliance

Regional Innovation Networks and Clusters
Studio B

Convene with other organizations looking to boost the success of the regional innovation system through industry partnerships, enhancing entrepreneurship, and developing networks. Build new connections with your peers in this roundtable featuring insight on the federal role in supporting regional innovation and an interactive discussion on important topics identified by the community.

Facilitator:
Dan Berglund, President and CEO, SSTI
Join SSTI

SSTI strengthens initiatives to create a better future through science, technology, innovation and entrepreneurship. It is the community for state, university, local, regional and federal innovation leaders — people who work to create a climate where prosperity occurs organically through science, technology, innovation and entrepreneurship.

If this describes you and your organization, then you will find a wealth of useful resources and a transformative network of peers (see pages 36-37 for current members) by becoming a member of SSTI.

Information on SSTI’s member levels can be found below, or speak with SSTI’s membership and development director, Jason Rittenberg. Organizations that join during the conference save $150 on initial membership fees.

<table>
<thead>
<tr>
<th>Membership Highlights</th>
<th>State (budget under $1M)</th>
<th>State (budget $1M or more) &amp; Sustaining</th>
<th>Affiliate &amp; Supporter</th>
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<tr>
<td>Customized Technical Assistance Hours</td>
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<tr>
<td>Funding Supplement Subscriptions</td>
<td>Unlimited</td>
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<tr>
<td>Free SSTI Inspiring Thought Webinar</td>
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<tr>
<td>Complimentary SSTI Awards Application</td>
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<tr>
<td>National Event Promotion</td>
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<td>Invitation to Exclusive Dinner</td>
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<tr>
<td>Access to Member Listserv</td>
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<td>Conference Agenda Input</td>
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<tr>
<td>Unlimited Job &amp; RFP Postings</td>
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<tr>
<td>Annual dues for the organization</td>
<td>$5,000</td>
<td>$2,000</td>
<td>$750</td>
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Meet FLC Business

FLC Business is a next-generation search tool for federal laboratory resources. As the most comprehensive federal laboratory data store available, FLC Business provides innovators with one easy-to-use platform for federal laboratory information.

Available technologies, lab facilities, equipment, funding programs

Easy to Find Laboratory Data

Locating laboratory resources just got a whole lot easier. With FLC Business’ dynamic search capabilities and data storage platform, anyone looking to take their innovations to the next level can easily search and find thousands of laboratory resources.

Laboratories
View laboratory profiles and learn about their scientific research and technology areas.

Facilities and Equipment
Locate our nation’s research centers and facilities equipped with cutting-edge equipment.

Available Technologies
Discover thousands of federally developed technologies that are available for licensing.

Funding and Programs
Find federal laboratories that offer funding and program opportunities.
First Time Attendees / New Members Welcome & Dine-around
Wednesday, September 13

First Time Attendees / New Members Welcome
5:00 – 6:00 P.M. | Studio C

First-time attendees and new members are encouraged to attend a special welcoming reception, sponsored by Innovation Policyworks, with a few long-time participants. You will get a chance to meet people in a relaxed setting and hear about the conference structure and opportunities for the next few days. Light refreshments and beverages will be served.

Dine-around D.C.
6:30 P.M.

For those looking to reconnect with peers or make new friends, we have arranged several dining options you can explore (each attendee is responsible for his/her own bill and gratuity):

Tortoise & Hare Bar and Grille
Pub fare | $$ | 567 23rd St. S., Arlington | 703-979-1872

In this casual version of a dine-around, we will be checking out a local favorite, the Tortoise & Hare Bar and Grille. While it might be the “young professional” dine-around, we encourage first-time conference attendees and anyone else looking to build new connections over tasty pub fare, good libations, and thought-provoking conversations to join us.

Jaleo
Spanish fare | $$$ | 2250-A Crystal Drive, Arlington | 703-413-8181

First opening in downtown Washington, D.C. in 1993, Jaleo has evolved to represent modern Spain at every moment. Named “Outstanding Chef” by the James Beard Foundation, Chef José Andrés is an internationally-recognized culinary innovator. Come enjoy a taste of Spain along with your peers in this festive, stylish, and casual atmosphere.

Founding Farmers
American | $$ | 1924 Pennsylvania Ave. NW, Washington, D.C. | 202-822-8783

For a taste of the farm in the heart of Washington, D.C., join the group heading to Founding Farmers. American dishes are made primarily with pure ingredients sourced from family farmers as much as possible. Join your peers and raise a glass to our Founding Fathers at this D.C. restaurant.
Starting Your Day
Thursday, September 14

Gentle Morning Yoga Meditation & Flow
6:00 A.M. | Studio A
Led by Heather Ingram, this gentle moving meditation will guide rookies and regular yoga practitioners through a sequence designed to help maintain a sense of calm and balance throughout the day.

Fun Run
6:00 A.M. | Meet in Hotel Lobby
Led by SSTI’s own Jason Rittenberg, interested participants will be led to one of the area trails for a casual, no-drop run of about 2 miles. Those looking for a longer workout may run the trails past the group turn-around point.

Registration & Breakfast
7:30 A.M. | Ballroom
Welcome and Opening: Bridge Builders
8:00 – 10:00 A.M. | Ballroom

Shifting funding priorities and political turmoil have had repercussions for those involved in innovation. The current climate of uncertainty leaves many wondering where to go from here. The morning is designed to help make sense of the confusion and provide clarity and solutions. Featured “Bridge Builders” will give perspective on the current political scene and social and demographic trends affecting the innovation economy. Engage with thought leaders and leave with new insights on the forces affecting our work.

Networking Break
10:00 -10:30 A.M. | Exhibit Space

Take a break and explore the Building a Better Future displays exhibiting the many positive programs impacting the innovation economy.

Hacking a Better Future
10:30 A.M.– 12:00 P.M. | Ballroom

Bring your creativity, ideas, talent and challenges to this highly interactive plenary session where we’ll dive into some of our shared problems. Be ready to break into smaller groups to “hack” the problems and brainstorm potential solutions with a facilitator. This session allows participants to collaborate and share information about real challenges and solutions they may be facing in their own communities, creating a clearer path to innovation-based prosperity.
Creating a Better Future
Awards Ceremony
Thursday, September 14
12:30 P.M.
Ballroom

Join us as we celebrate our Creating a Better Future Awards winners!

During this special ceremony on September 14, SSTI will celebrate outstanding economic development initiatives from across the country that create a better future through science, technology, innovation, and entrepreneurship while fostering economic opportunity for their entire community.

To recognize the 11th year of the SSTI awards program, we wanted to highlight the vital role that economic development organizations play in creating a better future through prosperity for all individuals. Awards will give given in four categories:

• Creating a Better Future through Entrepreneurship & Capital
• Creating a Better Future through Competitive Industries
• Creating a Better Future through Economic Opportunity
• Most Promising Initiative

Building upon the legacy of our Excellence in TBED awardees, the Creating a Better Future Award winners are an exclusive group of organizations that have been able to demonstrate sustained impact and innovation in the field. Learn more about the program at: sstiawards.org.

After the ceremony, the winners will take time to share their stories and provide insight on best practices to attendees during Creating a Better Future: Winning Approaches (2:00 p.m., Studio B). This unique power roundtable format provides participants with the ability to have one-on-one discussions with an exclusive group of award-winning organizations.
Scaling Socially-Positive Companies

Studio C
Core Topics: #Capital  #Entrepreneurship  #Impact  #ProgramManagement

More communities, investors, innovators and entrepreneurs each day are recognizing we need to be creating companies that simultaneously address three measures of success: wealth, jobs and societal/environmental impact. This most-important pivot still represents too little of tech-based economic development, however. How do you get started? How do you embed impact into your existing portfolio of services? In this session, we’ll hold a candid conversation with leaders delivering meaningful, impact innovation for their stakeholders and communities.

Speakers:
Margaret Berger Bradley, Director of Investment Partnerships, Ben Franklin Technology Partners of Southeastern PA
Allison DeJong, Senior Water Manager, Propeller
Alexandra LaForge, Interim Executive Director, Investors Circle

Maximizing Innovation in Manufacturing: A Look Ahead

Studio D
Core Topics: #Clusters  #HigherEd  #R&D

In this discussion-based session, manufacturing thought leaders will explore recommendations to enhance performance across the supply chain, improve cyber security for manufacturers and develop an advanced manufacturing workforce. Additionally, this session will discuss best practices for engaging local manufacturers early in the technology development process to accelerate implementation, and for facilitating university technology transfer to local manufacturers.

Moderator:
Phillip Singerman, Associate Director for Innovation and Industry Services, National Institute of Standards and Technology

Speaker:
Christine Andres, Managing Director, MForesight

Creating a Better Future: Winning Approaches

Studio B
Core Topics: #Capital  #Impact  #ProgramManagement  #R&D  #TechTransfer  #Workforce

Exclusive insight into outstanding, innovative economic development initiatives is a key reason to attend the SSTI Annual Conference. Through the power roundtable format, attendees will gain insight into award-winning initiatives through one-on-one interaction with practitioners from the organizations that are creating a better future in their region. The session will leave participants energized with more than a dozen specific best practices and ideas to take back for their regions.

Moderator:
Deborah Cummings, Principal and Senior Director, TEConomy Partners, LLC

Starting a Cluster Initiative: Assessing Why, When and How to

Studio E
Core Topics: #101  #Clusters  #ProgramManagement  #Regions

When developing a cluster strategy, garnering sufficient support is a crucial step before formalizing a program or initiative. This session will explore the ins and outs of developing a regional cluster and innovation initiative, with a focus on private-sector leadership and developing partnerships for long-term sustainability and success. Hear from cluster initiative leaders from around the country about their experiences growing an entrepreneurial ecosystem, communicating the network’s value and measuring success.

Moderator:
Christian Ketels, Principal Associate, Harvard Business School
Speakers:
Brad Bishop, Executive Director, OrthoWorx
Ellen Kahler, Executive Director, Vermont Sustainable Jobs Fund

Networking Break

3:15 - 3:45 P.M. | Exhibit Space
Take a break and explore the Building a Better Future displays exhibiting the many positive programs impacting the innovation economy.
From Zero to Exit: Lessons from Successful Public-Private Investment Funds

Moving a startup all the way to a successful exit isn’t easy. In fact, many of the younger regionally based funds haven’t experienced many exits yet; the youngest funds, none. In this session, we will have a rare opportunity to listen in on a conversation among some of the most experienced — and successful — VDO investment managers in the field. Drawing insights on how their funds have achieved multiple exits, the managers will discuss topics ranging from team selection, fund objectives, governance, due diligence techniques, key leadership qualities and path selection toward exit, to closure. This advanced session is for an audience having investment experience.

Moderator:
Lynn Gellermann, Executive Director, TechGROWTH Ohio

Speakers:
Peter Longo, Senior Managing Director, Investments, Connecticut Innovations
Tom Weithman, Managing Director and Vice President, CIT

Collaborating with Research Resources

Tech drives innovation economies but numerous regions and clusters leave one of the single greatest sources of IP – the federal labs – largely untapped. Speakers will discuss some of the creative ways organizations leverage the labs’ innovation portfolios to help region- and cluster-based companies find technical solutions, launch new products and create economic growth. Participate in this session to identify new ways your region can work with federal labs to unlock a better future.

Moderator: Kathleen Graham, FTTA Program and Regional Specialist, U.S. Environmental Protection Agency

Speakers:
Jerry Adams, President and CEO, Arkansas Research Alliance
Dean Amhaus, President and CEO, The Water Council
Charlie Brock, CEO, Launch Tennessee
John Dement, Chair-elect, Federal Laboratory Consortium

Understanding Defense R&D Funding Opportunities

The U.S. Department of Defense has an annual budget of approximately $13 billion for R&D and has become increasingly interested in working with external partners for joint projects. DOD’s innovation initiatives can operate either department-wide or within specific services and all have an ultimate, internally-focused goal of aiding the American war-fighter, and these different orientations can lead the uninitiated to find working with DOD confusing. During this session, a panel of experienced practitioners will discuss traditional and novel opportunities to work with DOD to advance innovation.

Moderator:
Ivy Estabrooke, Executive Director, USTAR

Speakers:
Tracy Frost, Director of Manufacturing Technology, U.S. Department of Defense, Office of Manufacturing and Industrial Base Policy
Tom Gillespie, Partner for Investments, In-Q-Tel
Morgan Plummer, Senior Advisor, MD5 – the National Security Technology Accelerator Program, U.S. Department of Defense

Defining Solutions Toward our Workforce Challenges

Articulating the specific challenges facing the workforce development community is a necessary step before identifying potential solutions. This interactive discussion will discuss these key challenges, describe the different elements of “talent,” and recognize how different partnerships and initiatives are approaching the topic. Finally, we will look at the implications for clusters and technology-based economic development more broadly.

Moderator:
Mark Troppe, Senior Vice President, CREC

Speakers:
Maureen Conway, Vice President for Policy Programs at the Aspen Institute and Executive Director of the Institute’s Economic Opportunities Program
Kristin Sharp, Director, Initiative on Work, Workers, and Technology, New America

Speaker Bios are available online at ssticonference.org/speakers
## Wednesday, September 13

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<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>1:30 P.M.</td>
<td>Registration - open until 7:00 P.M.</td>
<td>Ballroom</td>
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<tr>
<td>2:00 P.M.</td>
<td>Roundtables</td>
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<tr>
<td></td>
<td><strong>Capital Program Management</strong></td>
<td>Studio D</td>
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<td><strong>Higher Education</strong></td>
<td>Studio A</td>
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<td><strong>State Initiatives</strong></td>
<td>Studio E</td>
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<tr>
<td>5:00 P.M.</td>
<td>First Time Attendees / New Members Welcome</td>
<td>Studio C</td>
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<tr>
<td>6:30 P.M.</td>
<td>Dine-Around D.C.</td>
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<tr>
<td>6:30 P.M.</td>
<td><strong>SSTI State &amp; Sustaining Member Dinner</strong></td>
<td>Studio C</td>
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(A member benefit for SSTI state & sustaining members; consider upgrading your membership today!)

## Thursday, September 14

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<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tr>
<td>6:00 A.M.</td>
<td>Sunrise Yoga</td>
<td>Studio A</td>
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<tr>
<td>6:00 A.M.</td>
<td>Fun Run</td>
<td>Meet in Hotel Lobby</td>
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<tr>
<td>7:30 A.M.</td>
<td>Registration and Breakfast</td>
<td>Ballroom</td>
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<tr>
<td>8:00 A.M.</td>
<td>Welcome and Opening Plenary: Bridge Builders</td>
<td>Ballroom</td>
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<tr>
<td>10:00 A.M.</td>
<td>Networking Break</td>
<td>Exhibit Space</td>
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<tr>
<td>10:30 A.M.</td>
<td>Hacking a Better Future</td>
<td>Ballroom</td>
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<tr>
<td>12:00 P.M.</td>
<td>Lunch</td>
<td>Ballroom</td>
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<tr>
<td>12:30 P.M.</td>
<td><strong>SSTI Building a Better Future Awards Ceremony</strong></td>
<td>Ballroom</td>
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<tr>
<td>2:00 P.M.</td>
<td>Breakout Sessions</td>
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<td><strong>Scaling Socially-Positive Companies</strong></td>
<td>Studio C</td>
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<td><strong>Maximizing Invention in Manufacturing: A Look Ahead</strong></td>
<td>Studio D</td>
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<td><strong>Creating a Better Future: Winning Approaches</strong></td>
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<td>3:15 P.M.</td>
<td>Networking Break</td>
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<td>3:45 P.M.</td>
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<td><strong>From Zero to Exit: Lessons from Successful Public-Private Investment Funds</strong></td>
<td>Studio C</td>
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<td><strong>Collaborating with Research Resources</strong></td>
<td>Studio B</td>
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<td><strong>Understanding Defense R&amp;D Funding Opportunities</strong></td>
<td>Studio D</td>
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<td><strong>Defining Solutions Toward Our Workforce Challenges</strong></td>
<td>Studio E</td>
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<tr>
<td>6:30 P.M.</td>
<td>National Innovation Reception on Capitol Hill</td>
<td>Rayburn House Office Building (RHOB)</td>
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## Friday, Sept. 15

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<tr>
<td>6:00 A.M.</td>
<td>Sunrise Yoga</td>
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<tr>
<td>8:30 A.M.</td>
<td><strong>Breakout Sessions</strong></td>
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<td></td>
<td><strong>Launching Funds in Under-Capitalized Regions</strong></td>
<td>Studio C</td>
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<td><strong>Making the Argument for Innovation as a Priority</strong></td>
<td>Studio D</td>
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<td></td>
<td><strong>Insights into the New Federal R&amp;D Portfolio</strong></td>
<td>Studio E</td>
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<tr>
<td>9:45 A.M.</td>
<td>Networking Break</td>
<td>Exhibit Space</td>
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<tr>
<td>10:15 A.M.</td>
<td>Breakout Sessions</td>
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<td><strong>Cultivating CEO Talent: What Works and What Doesn’t</strong></td>
<td>Studio C</td>
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<td></td>
<td><strong>Higher Ed’s Role in Addressing Workforce</strong></td>
<td>Studio D</td>
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<td></td>
<td><strong>Insights on the Federal Capital &amp; Entrepreneurship Portfolio</strong></td>
<td>Studio E</td>
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<td><strong>Fostering Company Connections</strong></td>
<td>Studio B</td>
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<td>12:30 P.M.</td>
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Targeted discussions and learning opportunities will take place during breakout sessions focused on core topics, as shown here:

### Breakout Session Themes
- #101
- #ADVANCED
- #CAPITAL
- #CLUSTERS
- #COLLABORATION
- #ENTREPRENEURSHIP
- #FEDERAL
- #FUNDING
- #HIGHER ED
- #IMPACT
- #PROGRAM MANAGEMENT
- #R&D
- #REGIONS
- #RURAL
- #TECH TRANSFER
- #WORKFORCE

Speaker Bios are available online at ssticonference.org/speakers

#ssti17 on Twitter
TechGROWTH Ohio offers no-cost help to hundreds of tech-based entrepreneurs each year by providing business consulting, growth funding, access to pre-seed investment and a network of investors. Our expert Executives-in-Residence offer intensive operational assistance and coaching uniquely tailored to your business.

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**INNOVATION ADVOCACY COUNCIL**

**JOBS AND PROSPERITY THROUGH INNOVATION**

To better communicate with and educate Congress on innovation issues, SSTI launched the Innovation Advocacy Council (IAC). Through the IAC, SSTI and its member organizations have:

- held more than 200 meetings with congressional offices,
- provided input on multiple bills and policy proposals, and
- secured $52 million in funding for the Regional Innovation Strategies program.

The IAC’s Advisory Board has worked with SSTI to develop a policy platform providing solutions for job creation and economic growth.

**Policy Platform**

SSTI has published a policy platform emphasizing seven key areas for federal support and collaboration:

- **Advance prosperity through locally-designed strategies**
- **Modernize our nation’s infrastructure to include and support new technologies**
- **Grow good paying jobs by increasing the velocity of innovation into new product lines and businesses**
- **Support small businesses and increase entrepreneurship**
- **Ensure the workforce is trained for the jobs of the future**
- **Reform national institutions to better support the innovation economy**
- **Enhance America’s global competitiveness through increased funding for targeted research and development**

**REGIONAL INNOVATION ECONOMIES**

**How can you help?**

You can support SSTI and the IAC by providing information on your programs, contacting your congressional delegation, and helping to fund the IAC. Contact Dan Berglund, SSTI president and CEO, at 614.901.1690 to get involved.
Thursday Evening Events

National Innovation Reception
6:00 – 7:30 P.M.
Rayburn House Office Building
45 Independence Ave. SW, Washington, D.C.

This year’s conference features the National Innovation Reception taking place in the Rayburn House Office Building on Capitol Hill. Meet up with other conference attendees over drinks and light refreshments while we highlight successes of the innovation economy and hear about developments on Capitol Hill. Legislators and staff are also invited to attend the reception. The “Building a Better Future” impact posters will be on display during the reception.

Transportation will be provided from the Renaissance Hotel to Capitol Hill and back throughout the reception.

Young Professional Meetup
7:30 – 9:30 P.M. | Meet at the reception desk for the National Innovation Reception

SSTI’s fifth annual “Young Professional Meetup” will start shortly after the National Innovation Reception on Capitol Hill. The group of young professionals (and those young at heart) will visit one (or more) of the District’s most popular establishments for food, drinks, and making connections with peers from around the country. Look for Rob Ksiazkiewicz and Jon Dworin from SSTI at the reception desk to join the meetup.

D.C. National Monuments Night Tour
7:30 P.M. | Capitol Hill

Those wishing to immerse themselves in a bit of our cultural heritage can join the evening tour of a select number of the national monuments. Transportation will be provided from the Rayburn House Office Building to several of the monuments before returning participants to the Renaissance Hotel. Space is limited; please meet at the designated bus outside the RHOB and look for Ellen Marrison from SSTI, who will be accompanying the group.

Directions for the National Innovation Reception at the Rayburn House Office Building (RHOB)

Buses are available to shuttle attendees from the Renaissance to the Rayburn House Office Building.

1. Buses will drop attendees off at Garfield Circle.
2. Walk south on First Street about 1/2 block, cross Independence Ave and turn left to access the main RHOB entrance. House security includes a metal detector and bag scanner.
3. Inside RHOB, follow directions left, right and left to 2043-2044 “Banquet Rooms” to the Reception.
4. Buses will pick attendees up at Peace Circle which is one block north on First St. from Garfield Circle.

Thursday, September 14
Starting Your Day
Friday, September 15

Gentle Morning Yoga Meditation & Flow
6:00 A.M. | Studio A
Led by Heather Ingram, this gentle moving meditation will guide rookies and regular yoga practitioners through a sequence designed to help maintain a sense of calm and balance throughout the day.

Fun Run
6:00 A.M. | Meet in Hotel Lobby
Led by SSTI’s own Jason Rittenberg, interested participants will be led to one of the area trails for a casual, no-drop run of about 2 miles.

Breakfast
7:30 A.M. | Ballroom

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TEConomy Partners is a global leader in research, analysis and strategy for innovation-based economic development. Today we’re helping nations, states, regions, universities, institutions and industries blueprint their future and translate knowledge into prosperity. Our principals have a proven, 20-year track record of successful research, analysis and strategy focused in three strategic disciplines:

- Innovation-led Economic Development
- Public Policy
- Advanced Analytics (Economic, Technology, Market and Competitive Analysis)

Clients worldwide rely on our seasoned, professional staff for rigorous research, insightful analytics, and highly effective strategic roadmaps and action plans.

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Launching Funds in Under-Capitalized Regions

Studio C
Core Topics: #101 #Capital #Entrepreneurship #ProgramManagement #Regions #Rural

Many regions have little or no investment capital readily available, but the fundamentals for a fund may still be present. In the absence of an existing local model, how can a prospective fund pull existing resources together, attract the right staff and launch successfully? This session will feature experienced investment practitioners discussing their efforts, challenges and successes in marshaling this funding.

Moderator: Brian Slawin, Regional Director and Portfolio Manager, BFTP – Central & Northern Pennsylvania

Speakers: Michele O’Connor, Investment Manager, West Virginia Jobs Investment Trust
James Ramey, Principal and Fund Manager, VTC Innovation Fund

Making the Argument for Innovation as a Priority

Studio D
Core Topics: #Collaboration #Impact #ProgramManagement #Rural

A federal budget proposal that would slash support for research, innovation and assisting companies. Talking points that undermine science and the scientific method. Tepid (at best) support for higher education. It’s no wonder the innovation community feels under attack. Yet, survey work done by SSTI and passage of statewide ballot issues indicates there is strong popular support for investments in science and technology for economic prosperity. How do we translate that popular support into political support? How do we make the argument for innovation as a priority to audiences ranging from rural legislators to city council members? In this interactive discussion session, we’ll consider what we know about support for our work, what’s worked in making the argument and what we need to do for broader success.

Facilitators: Dan Berglund, President and CEO, SSTI
Kent Glasscock, President, Kansas State University Institute for Commercialization
Tom Sheridan, President, The Sheridan Group

Addressing High Demand Sectors’ Workforce Needs

Studio B
Core Topics: #Clusters #Collaboration #Workforce

Increasing the skills of current and future workers is an important task in growing and maintaining a successful regional innovation cluster. This session will explore how cluster initiative practitioners are working with industry to develop innovative programs to provide the skills needed for in-demand jobs. Additionally, this session will include a discussion on implementing sector partnerships around workforce development through activities such as apprenticeships, credentialing, and other mechanisms.

Moderator: Jonathan Dworin, Policy Analyst, SSTI

Speakers: Kevin Doyle, Principal, Green Economy
Bridgette Gray, Executive Vice President, Program, Per Scholas
Susan Palisano, Director of Education & Workforce Development, Connecticut Center for Advanced Technology

Speaker Bios are available online at ssticonference.org/speakers
Breakout Sessions

Cultivating CEO Talent: What Works and What Doesn’t
Studio C
Core Topics: #Collaboration #Entrepreneurship #ProgramManagement #Rural #Workforce

Transforming an innovation into a commercial success requires a level of entrepreneurial sophistication that often seems in short supply. Over the years, organizations have tried a wide variety of approaches to develop a robust stable of C-suite talent to call upon. Come prepared to engage in an open conversation about these initiatives in your region — this session is intended to help regions improve the efficacy of existing programs and to learn from others’ lessons.

Facilitators:
David Allen, Vice President, Tech Launch Arizona
Atul Varadhachary, Managing Partner, Fannin Innovation Studio

Higher Ed’s Role in Addressing Workforce
Studio D
Core Topics: #Collaboration #HigherEd #Workforce

A skilled workforce is essential in the innovation economy. Outputs from higher education include educated citizens that make up the future workforce, but beyond that general goal, what exactly is higher ed’s role in addressing companies’ workforce needs? In this session, we’ll consider the role that higher ed plays, misconceptions about what it is and is not doing, and then take a look at examples where higher ed is working with industry to address workforce shortages.

Moderator:
Mike Cassidy, President and CEO, Georgia Research Alliance
Speakers:
Debbie Hughes, Vice President of Higher Education and Workforce, Business – Higher Education Forum
Geniphyr Ponce-Pore, Director of Regional Engagement Hubs, Colorado State University Office of Engagement/Extension

Speaker Bios are available online at stticonference.org/speakers

Insights on the Federal Capital & Entrepreneurship Portfolio
Studio E
Core Topics: #Capital #Entrepreneurship #Federal #Funding

This session will provide you with an opportunity to better understand federal programs that can help you support startups and entrepreneurs in your regional innovation economy. Using our power roundtable format, managers from a variety of agencies will be available to discuss programs and answer questions.

Moderator:
Jason Rittenberg, Membership and Development Director, SSTI
Speakers:
Craig Buerstatte, Acting Director, Office of Innovation and Entrepreneurship, EDA
Jamie Davenport, Director, Community Economic Development, USDA
Chris Sasiela, Regulatory Specialist for the Office of Translational Alliances and Coordination; National Heart, Lung, and Blood Institute (NHLBI)
Jennifer Shieh, Chief Scientist and Senior Technology Policy Advisor, U.S. Small Business Administration, Office of Investment and Innovation
Matt Stevens, Manager of Strategic Initiatives, Office of Entrepreneurial Development, Clusters and Skills Initiatives, U.S. Small Business Administration

Fostering Company Connections
Studio B
Core Topics: #Clusters #Collaboration #ProgramManagement #Regions #Rural

Whether it is helping a startup capture its first customer, or helping small- and medium-sized businesses tap into larger supply chains, connecting companies of all sizes is critical to regional innovation clusters. This interactive roundtable session will feature multiple examples of how cluster and innovation initiatives are fostering connections between large and small companies for the betterment of the cluster as a whole.

Moderator:
Byron Clayton, President and CEO, Research Park Corporation
Speakers:
Kristy Campbell, Chief Operating and Marketing Officer, Rev1 Ventures
Mark Harris, President and CEO, Illinois Science & Technology Coalition and Institute
Paula Sorrell, Director of Economic Growth Institute, University of Michigan | Office of Research
Bob Starzynski, Director of Business Development, Innovation Works
Trends in Technology-Based Economic Development
Ballroom

Always a popular highlight of the conference, the Trends in TBED plenary is a wide-ranging presentation of the major influences affecting the innovation economy as well as new developments in the field from the past year and a look ahead into 2018. Join SSTI President and CEO Dan Berglund for this insightful glimpse into the forces driving the future of your efforts.

Friday, September 15 | 11:45 A.M. - 12:30 P.M.

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FLC is the formally chartered, nationwide network of over 300 federal laboratories, agencies, and research centers that fosters commercialization best practice strategies and opportunities for accelerating federal technologies from out of the labs and into the marketplace. Find more information about FLC and federal labs at federallabs.org.

The Georgia Research Alliance grows Georgia’s economy by expanding university research capacity and by seeding and shaping startup companies around inventions and discoveries. Learn more about Georgia Research Alliance at gra.org.

The Hollings Manufacturing Extension Partnership (MEP) is committed to strengthening U.S. manufacturing. It has had a profound impact on the growth of well-paying jobs, development of dynamic manufacturing communities, and enhancement of American innovation and global competitiveness. Learn more about MEP at nist.gov/mep.

The Technology Commercialization Office at The Ohio State University supports creativity, innovation, commercialization, and entrepreneurship as essential components of an academic research institution and crucial factors needed to accomplish the mission of a land-grant university. At Ohio State, the assembly of 15 different colleges on one campus offers possibilities for multidisciplinary teams to address complex technological and social issues, achieve novel solutions, and breakthroughs possible only by incorporating multiple perspectives, backgrounds, and sources of expertise. For more information, visit tco.osu.edu.

Rev1 is a venture fund that helps entrepreneurs build great companies. Combining investment capital with a unique blend of services through our startup studio, we propel innovation for startups and corporate innovation teams. Our seasoned, data-driven team helps lay the foundation for scalable growth with the skills to evolve a product, sell to customers, and build the right team. Named a top VC investor in the Great Lakes Region, Rev1 manages a continuum of financial support from corporate and community partners, as well as the Ohio Third Frontier. Rev1 was named the Most Active VC in Ohio in 2016 by CB Insights. For more information, visit rev1ventures.com. For more information, visit rev1ventures.com.

TechGROWTH Ohio is sponsored by Ohio University and the Ohio Third Frontier program. Through TechGROWTH, entrepreneurs and technology start-up companies in southeast Ohio can access business assistance and sources of capital. Learn more about TechGROWTH Ohio at techgrowthohio.com.
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Hacking a Better Future Partner

**EPIcenter** is a collaborative and community-wide strategic initiative that is helping entrepreneurs conceive, launch and scale businesses in the Memphis region. EPIcenter serves as a central point of contact for the region’s ecosystem and coordinates resources from various organizations in the community such as accelerators, incubators, mentors, investors, networking programs, and technical assistance programs for entrepreneurs. EPIcenter also represents the complete picture of the region’s entrepreneurial activity and resources in high-growth, scalable startups and businesses. Find more information at epimemphis.com.

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**The Voinovich School of Leadership and Public Affairs** is a catalyst for regional, state and national collective impact in the areas of entrepreneurship, energy and the environment, and public and social engagement policy areas. By blending real-world problem solving and government, nonprofit sector and industry partnerships with education, students are offered unique learning opportunities as they prepare for careers serving the public interest in Ohio University’s rural region and beyond. Learn more at ohio.edu/voinovichschool.

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**Ben Franklin Technology Partners** are guided by a singular purpose; to guide the region’s technology community to new heights. Through their unique model, Ben Franklin provides the capital, counsel and connections that empower innovators to accelerate their ideas and investors to expand their impact. Learn more about the model at benfranklin.org.

**The Launch Place** strives to foster an environment for new and serial entrepreneurs to raise capital and garner the support system needed to take their products and/or solutions into the market place. Find more information on their services at thelaunchplace.org.

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