

# AN OCEAN OF OPPORTUNITY: TRANSFORMING REGIONAL ECONOMIES



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Welcome from SSTI	1
Welcome from our Host Rhode Island Commerce Corporation	2
Workshops & Roundtables	4
Opening Night Activities	5
Welcome & Opening Plenary	7
Case Studies & Topic Briefs	9-10
Lunch & Keynote Speaker	11
Breakout Sessions I	13-14
Conference Networking Opportunites	16
Join SSTI	17
Conference Schedule at a Glance	20-21
Breakout Sessions II	23-24
National Innovation Reception	25
Breakout Sessions III	30-31
Breakout Sessions IV	33-34
Lunch & Closing Plenary	35
Thank You Sponsors	36-39
SSTI Membership	40-41
Conference Site Map	Back cover

Visit ssticonference.org for more information.







### SSTI Welcomes You to Our Annual Conference

We chose this year's theme for the conference, *An Ocean of Opportunity: Transforming Regional Economies*, as we considered how those in our field are working to expand the innovation economy. Throughout the conference, you will have the opportunity to hear about these opportunities, including programs and initiatives that are rising to the challenges of those left out of the innovation economy.



"Of all the conferences
I attended last year,
SSTI's is the one that
I came away from with
tangible outcomes."

-Jason Rainey, Kentucky Cabinet for Economic Development We are excited to gather in the Ocean State and partner with the Rhode Island Commerce Corporation, showcasing the story of how the state is working to transform its economy, and the success it has already achieved.

SSTI is a national nonprofit organization that offers information and services that are needed to succeed in today's innovation economy. We work with our member organizations (found on pages 40-41) and partners to strengthen initiatives to build a better future through science, technology, innovation and entrepreneurship. We work to build those policies that will in turn build our nation's economy. As part of that effort, we launched the Innovation Advocacy Council (IAC) to better communicate with and educate Congress on innovation issues (see page 26).

We invite you to join us and our member organizations in this mission, and in turn, transform your regional economy.

### Welcome from the Rhode Island Commerce Corporation



### A Welcome from our Host Partner, the Rhode Island Commerce Corporation



We proudly welcome the SSTI Annual Conference, and trust you will see why there's currently such a buzz in the Ocean State.

Rhode Island has been innovating ever since 1636 when Roger Williams introduced the idea of religious freedom to America, founding our state in the process. Over a century later, Samuel Slater launched America's Industrial Revolution when he built a water-powered mill on Rhode Island's Blackstone River in 1793. Today our state continues to push forward, harnessing the uninterruptible energy of many sources including our world-class colleges and universities, our pioneering life sciences firms and our enterprising entrepreneurs.

Growing the innovation economy is a priority for our state and is driving many recent developments, including the addition of the Wexford Innovation Center, the construction of Amgen's new next-generation manufacturing plant, and the arrival of Virgin Pulse's international headquarters. Initiatives such as the Innovation Voucher program are connecting knowledge providers with entrepreneurs to help spur research and development. Our Wavemaker Fellowship program (Named "Most Promising Initiative"- SSTI, 2017) has helped ease the student loan burden of hundreds of STEM and Design employees in Rhode Island. And our legacy of energy innovation continues to this day, as Rhode Island is home to our country's first off-shore wind farm.

# BUILD YOUR INNOVATIVE VIOLEN





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### WORKSHOPS & ROUNDTABLES / SEPTEMBER 9 / AFTERNOON

# → Tour of the Providence Innovation Economy 12:45-4:00 P.M. | Meet at Registration Desk

Join your colleagues, the Rhode Island Commerce Corporation and Fourth Economy for a special tour of innovation sites around Providence. The bus tour will hit some of the city's most dynamic sites for innovation, including planned stops at: The Social Enterprise Greenhouse, Cambridge Innovation Center (CIC) at the Wexford Innovation Center, and RISD. Sponsored by Fourth Economy

### **Tour Guides:**

Nicole Muise-Kielkucki, *Director of Economic Innovation*, Fourth Economy Christine Smith, *Managing Director of Innovation*, Rhode Island Commerce Corp.

### Becoming Effective Network Leaders 1:00-4:00 P.M.

Successful entrepreneurs and innovation program leaders possess key qualities of being goal driven and able to draw in the talents of others. But forging meaningful collaboration across initiatives, disciplines and communities requires different skills than those needed in running your organization day to day. Successful system or community-wide change makers must tap additional resources to develop effective network leadership in their regional economies. In this highly interactive session, participants will learn about these skills and will test and train their network leadership abilities with the goal of achieving greater impact and positive change for our communities.

### Facilitators:

Kerri Malone, Manager of Community Engagement, Epicenter Memphis Rich Overmoyer, President and CEO, Fourth Economy Jessica Taveau, Chief Brand Officer, Epicenter Memphis

### Optimizing Universities' Economic Impacts 1:00-3:30 P.M.

All professionals involved, or interested, in the role universities play in regional economies are encouraged to attend this roundtable on optimizing economic impacts. We will hear about a recent study on best practices for these activities, hold an open discussion about universities' efforts, and have time for one-on-one meetings with NSF program staff. By the end of the roundtable, you will have new, concrete ideas for effectively integrating your local university into the regional economy. Sponsored by NSF

### Speakers:

Andre Marshall, *I-Corps Program Director*, NSF Paula Sorrell, *Director*, *Economic Growth Institute*, University of Michigan

### OPENING NIGHT ACTIVITIES / SEPTEMBER 9



# → First-time Attendees | New Members Welcome Reception 4:15 – 5:15 P.M. | Rotunda

If you are new to the conference, or recently joined SSTI as a member, our Welcome Reception is designed just for you to introduce you to others in the innovation community. Mingle with some of our long-time attendees, members and board representatives to learn more about how to maximize your conference experience and build the connections to grow your region. Light refreshments will be served. Sponsored by Innovation Policyworks

# Opening Reception 6:00 – 7:30 P.M. | South Street Landing 350 Eddy Street

Located in the heart of the historic Jewelry District of downtown Providence, the South Street Landing is a key element in the transformation of a former manufacturing hub into a thriving new development. The 266,000 square foot building features Brown University and the Nursing Education Center and serves as the site of the opening reception. Meet up with former acquaintances and make new friends over light refreshments and drinks as we kick off the conference from the Providence River waterfront. Hosted by Rhode Island Commerce Corporation

→ Young Professionals Meet-up

7:30 P.M. | Meet at South Street Landing entrance

From the state's largest employers,

# WELCOME TO RHODE ISLAND!





























SSTI and conference host Rhode Island Commerce Corporation are pleased to welcome Gov. Gina Raimondo during the opening plenary session to officially kick off the conference!



Gov. Raimondo became the state's first female governor when she was first elected in 2014 and won re-election in 2018 for a second term. During her tenure, the Governor has made advancements in education, innovation, and economic development a centerpiece of her economic growth plans. She is also working to make the state a national leader on college affordability and installed Rhode Island's Promise, allowing two years of free college community college to every in-state student. She has worked to kickstart the state's economy, and her economic development programs have helped lead the largest drop in the unemployment rate in the country. Her

programs aim to increase collaboration, better attract entrepreneurs, create jobs, encourage existing businesses to grow, and foster innovation throughout state government.



### **Opening Plenary Speakers**

Following Gov. Raimondo's remarks, we welcome Alastair Fitzpayne and Barnaby Evans as we consider more facets of the innovation economy. Alastair works as Executive Director of the Future of Work Initiative at the Aspen Institute, a nonpartisan effort to identify concrete ways to address the challenges American workers and businesses face due to the changing nature of work in the 21st century.

Barnaby is the Executive Artistic Director of WaterFire Providence. Originally trained as a scientist focusing on environment and ecology, Evans creates original art works and design solutions involving major urban interventions. Evans is also deeply involved in environmental issues, climate resiliency strategies and solutions and interventions related to sea level rise.



10:45 A.M. | NETWORKING BREAK

The Manufacturing Extension Partnership Program (MEP) was created to improve the competitiveness of U.S.-based manufacturing by making manufacturing technologies, processes and services more accessible to small and medium-sized manufacturers.



Over the last 30 years, NIST MEP and the MEP National Network™ have been focused on bridging the manufacturing productivity gap.

the manufacturing productivity gap, identifying opportunities for growth and encouraging



122,000

Jobs created or retained

9 J

27,707

Manufacturers served in 2018



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\$1.7 Billion

Cost savings



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Numbers are based on survey results from MEP Center clients for FY 2018.



### Portfolio Approach to Capital

11:15 A.M.-12:00 P.M.

Grants. Debt. Seed and Equity. Working Capital. Facility financing. If your regional innovation system doesn't offer affordable, customizable options to support the full spectrum of financing needs confronting innovative entrepreneurs, then you're most likely leaving opportunity for sustaining growth behind — or its leaving you! This session will offer an inside examination of how to compile the critical necessary financial tools into a single structure for successful venture development and for attracting the private capital market into your region.

### Speakers:

John Egan, Chief Investment Officer, Coastal Enterprises, Inc.

### What's new with SBIR? 11:15 A.M.-12:00 P.M.

SBIR is changing! Join us to hear how agencies across government are working to improve the SBIR/STTR program, and particularly changes to make the application process easier and faster. NSF will offer a deeper dive into their SBIR program and share details on their new proposal pitch process. Sponsored by NSF

### Speakers:

Steve Konsek, SBIR/STTR Program Director, NSF Brittany Sickler, Senior Innovation Policy Advisor, SBIR/STTR, SBA

### **➣** Interactive Tools to Promote Innovation

11:15 A.M.-12:00 P.M.

In today's data-rich environment, how can you ensure you have the right information to effectively communicate with your stakeholders, partners, investors, and customers? Whether your aim is to connect clients with resources, promote the broader value of new technologies, or provide focused economic analysis, finding and conveying the right data can be cumbersome and resource intensive. This session will demonstrate interactive tools from several sources to help practitioners and researchers better serve their audiences.

### Presenters:

Kathleen Graham, Chair, State & Local Government Committee, FLC

Maria Meyers, Founder, SourceLink

Kenneth E. Poole, CEO/President, CREC

Martin Romitti, Senior Vice President for Research and Technical Assistance, CREC

Timothy F. Slaper, Co-Director and Research Director, Indiana Business Research Center

# ➤ Latest in Federal Innovation Policy 11:15 A.M.-12:00 P.M.

The 116th Congress is considering multiple, significant innovation policies that could affect Regional Innovation Strategies, SBA entrepreneurial support, SBIR/STTR, tech transfer, federal labs, and more. Learn the latest updates on key programs and how SSTI's Innovation Advocacy Council has helped keep regional innovation economies in the foreground of policy discussions—and how you can add your voice.

### Speakers:

Ben Johnson, *Vice President, Programs*, BioSTL Chris Griswold, *Senior Policy Advisor*, U.S. Senate Committee on Small Business and Entrepreneurship

# → Strengthening Economic Sectors Through Systems-Level Change 11:15 A.M.-12:00 P.M.

Very few sectors or aspects of society have been spared the transformational restructuring underway in today's economy. Policy responses that are trying to wait out these waves of change, or are doubling down on existing programs because they worked in the past, are doomed to leave regions less in control of their future prosperity.

A different approach is underway in the state of Vermont – one that takes a proactive, relationship-based, system-level change approach to create jobs, address market barriers, and expand opportunity in our rural communities. The progress so far in two specific economic sectors is effectively redefining interactions throughout value and supply chains, rewriting rules for industry culture and regional collaboration, and delivering meaningful results for the state's businesses, communities and residents. The approaches underway in Vermont have applicability and replicability throughout rural America.

### Presenter:

Ellen Kahler, Executive Director, Vermont Sustainable Jobs Fund



### Keynote Address - Thomas Brostrøm



In January, the U.S. Energy Information Administration forecast that non-hydroelectric renewable energy resources, such as solar and wind, will be the fastest growing source of U.S. electricity generation for at least the next two years, with wind generation expected to grow by 12 percent and 14 percent over that time period. Rhode Island has a part to play in that picture. In 2016, Rhode Island became home to the first offshore wind farm in the nation and continues to lead in clean energy initiatives. Join us as we welcome our keynote speaker, Thomas Brostrøm, to learn more about this exciting frontier.

Thomas Brostrøm serves as the President for Ørsted North America and CEO for Ørsted U.S. Offshore Wind. In this role, Thomas oversees North American operations for Ørsted – the global leader in offshore wind – which encompasses a diverse portfolio of offshore wind projects along the U.S. Fast Coast.

Thomas serves on the Board of Directors for the American Wind Energy Association – the national trade organization for the U.S. wind industry.

Thomas joined Ørsted in Denmark in 2009, where he served in Business Development, Mergers & Acquisitions, and later as head of the Renewables Strategy team.

Prior to joining Ørsted, Thomas was in the investment banking and venture capital business. Thomas studied Business Analysis & Valuation and Mergers & Acquisitions at Harvard University and received his master's degree in Finance and International Business from Aarhus University in Denmark.



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# → Debt: The Other Startup Capital 2:00-3:15 P.M.

Innovation organizations focus almost exclusively on equity finance, and not without reason. New businesses have little collateral, uncertain revenue and plenty of risk. However, debt can alleviate scaling pressures and help achieve better outcomes for the right startups. During this session, we will talk about debt structures that may fit your businesses and organization.

### Speakers:

Aaron Hagar, Vice President, Entrepreneurship and Innovation, Wisconsin Economic Development Corporation

Buck Harris, Vice President / Manager, Community Lending, Community Investment Corporation

### Moderator:

Rich Lunak, President & CEO, Innovation Works

# → Putting the "RI" in Regional Innovation Economies 2:00-3:15 P.M.

Rhode Island has built a thriving innovation economy around core industries of life sciences, information technology, various maritime sectors, and a talented population with a worldwide reputation for design. During this session, conference host Rhode Island Commerce Corporation will be joined by several of their key partners to discuss what has made the Ocean State unique and what lies in store for the future.

### Speakers:

Christian Cowan, *Center Director*, Polaris Manufacturing Extension Partnership Daniel Harper, *CEO & Founder*, Siren Marine Hope Hopkins, *Program Director*, MassChallenge Rhode Island David Osborne, *CEO*, Virgin Pulse

### Moderator:

Stefan Pryor, Secretary of Commerce, State of Rhode Island

# → Unlocking Equitable, Inclusive Innovation Entrepreneurship 2:00-3:15 P.M.

In this session we're going beyond the talk about more inclusion in entrepreneurship and focus on what's actually occurring to provide support for entrepreneurs from varied backgrounds. We'll take a look at some exciting examples focused on investment funds for women and support for underrepresented entrepreneurs; the lessons learned and overcoming the barriers to action.

### Speakers:

Kristy Campbell, COO, Rev1 Ventures

Damon Cox, Assistant Secretary for Technology, Innovation & Entrepreneurship,
Commonwealth of Massachusetts

### Moderator:

Julie Lenzer, Chief Innovation Officer, University of Maryland

# → Using Research Data to Enhance University-Industry Collaborations 2:00-3:15 P.M.

Strategic data sets contained in robust research information management systems can help university leadership proactively administer a diverse and increasingly complex university research enterprise. Additionally, they can be used as key tools for developing research strategies by identifying institutional research strengths to make investments and foster external collaborations.

During this workshop, case studies will be presented that provide specific examples how data can be used to develop strategies through the use of objective data. As an information analytics company, Elsevier has been investing in the development of systems that can help bring efficiency at an enterprise scale. This interactive workshop will provide learnings from across the country and the world; allow for brainstorming with participants on practical steps and expectations; and sharing examples of where it has worked well and learnings from prior experiences. Sponsored by Elsevier

### Speakers:

Beena Sukumaran, Vice President for Research, Rowan University Kelechi Okere, Global Sales Director, Pure, Elsevier





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### CONFERENCE NETWORKING OPPORTUNITIES

SSTI's Annual Conference builds in opportunities for you to grow your innovation network and learn from others in the field. In addition to our Networking Breaks, we offer a variety of ways to connect:

For those new to the conference, or a new member of SSTI, please join the **First Time Attendees/New Member Welcome** (see p. 5) where we can help facilitate new connections.

The Opening Reception on Monday (p. 5) is a great way to experience more of Providence and continue the discussions from our pre-conference workshops. On Tuesday, our National Innovation Reception (p. 25) is another opportunity to grow your innovation network.

**Young Professionals** will want to experience some of the local refreshment options in Providence, and can meet up at the entrance of South Street Landing at 7:30 P.M. on the 9th, following the Opening Reception.

Those looking to continue the conversation from the National Innovation Reception can find a ready-made reservation for one of the **Dine-arounds** at Providence's local eateries at 7:00 P.M. on the 10th. Please sign up at the registration desk.





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



A national nonprofit organization, SSTI offers information and services that are needed to succeed in today's innovation economy. We strive to maximize the capacity of our members to deliver successful outcomes within the context of the complex innovation communities in which they participate.

As your resource for creating a better future through science, technology, innovation and entrepreneurship, SSTI provides our members with: funding opportunities; timely information on how states and communities are investing in science, technology, innovation and entrepreneurship; customized technical assistance; and, the latest news affecting the techbased economic development community.

From our beginning in 1996, SSTI has worked to share lessons learned from a nationwide network of practitioners and policymakers. SSTI conducts research on common performance standards, identifies best practices, analyzes trends in and policies affecting the innovation economy, and fosters greater connection and cooperation among and between all public, private and nonprofit organizations encouraging prosperity.

We invite you to join us in this endeavor. Talk with any of our staff about becoming a member and joining the premier, nationwide network of practitioners dedicated to improving the economy though science, technology, innovation and entrepreneurship.

### Join today at ssti.org

# **WHERE ARE YOU?**

See what they saw in Rhode Island at www.WhereAreYou.us

# Monday, September 9

12:30 P.M.	Registration Opens   5th Floor West
12:45 P.M. 1:00 P.M. 1:00 P.M.	Workshops And Roundtables (Choose One)  • Tour of the Providence Innovation Economy   Meet at Registration Desk  • Becoming Effective Network Leaders  • Optimizing Universities' Economic Impact
4:15 P.M.	First-Time Attendees & New Members Welcome Reception   Rotunda
6:00 P.M.	Opening Reception   South Street Landing
7:30 P.M.	Young Professionals Meet-up   Gather at entrance of South Street Landing
7:30 P.M.	State & Sustaining Member Dinner (Invitation only)

# Tuesday, September 10

	•
6:45 A.M.	Fun Run (meet in Convention Center Lobby)
7:30 A.M.	Registration Open
8:00 A.M.	Breakfast   Ballroom A
9:00 A.M.	Welcoming & Opening Plenary   Ballroom A
10:45 A.M.	Networking Break
11:15 A.M.	Case Studies & Topic Briefs (Choose One)  • Portfolio Approach to Capital  • Strengthening Economic Sectors through Systems-Level Change  • Interactive Tools to Promote Innovation  • Latest in Federal Innovation Policy  • What's new with SBIR?
12:00 P.M.	Lunch and Keynote   Ballroom A
2:00 P.M.	Breakout Sessions I (Choose One)  • Debt: The Other Startup Capital  • Putting the "RI" in Regional Innovation Economies  • Unlocking Equitable, Inclusive Innovation Entrepreneurship  • Using Research Data to Enhance University-Industry Collaborations
3:15 P.M.	Networking Break

# Tuesday, September 10, continued

3:45 P.M.	Breakout Sessions II (Choose One)
	Managing an Investment Network
	Broadening Workforce Efforts to Build Economic Gains
	Innovation in Traditional Industries
	Connecting Academic Departments with Industry Partners
5:00 P.M.	National Innovation Reception   Ballroom A
7:00 P.M.	Dine-Arounds   Sign up at registration desk

# Wednesday, September 11

8:00 A.M.	Breakfast   Ballroom A
9:00 A.M.	Breakout Sessions III (Choose One)  • Social Entrepreneurship: Good Businesses, Great Economies  • Revitalizing Former Industrial Cities  • Successful Support for First-time SBIR Applicants
10:15 A.M.	Networking Break
10:45 A.M.	Breakout Sessions IV (Choose One)  Clean Energy, Water Tech and Green Innovation  Developing Innovation Hubs in Smaller Cities and Towns  Innovation and the Next Generation of Local Manufacturing  Power Roundtable: Helping Innovative Companies to Build Your Regional Economy
12:00 P.M.	Lunch and Closing Plenary:  Trends in Tech-based Economic Development   Ballroom A



# → Managing an Investment Network 3:45-5:00 P.M.

Co-investors are key to helping your companies scale, but they aren't always easy to cultivate. Some venture development organizations choose to manage angel networks to help with the pre-, co-, and post-financings of portfolio companies. We will talk as a group about experiences with investor networks, including who leads due diligence, when to charge what fees, protecting company information, and more.

### Speaker:

Mike Flanagan, Vice President of Capital Programs, Ann Arbor SPARK; Managing Director, Michigan Angel Fund

### Moderator:

Jason Rittenberg, Policy and Development Director, SSTI

# → Broadening Workforce Efforts to Build Economic Gains 3:45-5:00 PM

While technology has benefitted many through its use, capabilities and promise of improved production and profits, it has also left many behind as the changing workplace demands higher skills and greater adaptability. Join this discussion to learn about programs that have worked to close the skills gap and learn how to revitalize your regional workforce in a more inclusive manner, from building the future workforce to retraining an existing workforce.

### Speakers:

Adrian Esquivel, *Deputy Director*, Chicagoland Workforce Funders Alliance Alade Tokuta, *Professor of Mathematics and Physics*, North Carolina Central University

### Moderator:

Ellen Marrison, Content Strategist, SSTI

### Innovation in Traditional Industries 3:45-5:00 P.M.

The popular perception of our field is that it's all about creating and growing technology companies, but since its creation decades ago, tech-based economic development has also emphasized deploying new technology and encouraging innovation in traditional industries. This includes industries that are tied to rural areas and may have an emphasis on natural resources. We'll investigate some of the approaches being taken and how their work can influence what you're doing for your region.

### Speakers:

Donna Cassese, Government Affairs Consultant, Sappi North America Beth Bechdol, President & CEO, Agrinovus Indiana

### Moderator:

Catherine Renault, Principal and Owner, Innovation Policyworks, LLC

### Connecting Academic Departments with Industry Partners 3:45-5:00 P.M.

The goal of this session is to encourage universities and workforce-related organizations to think strategically about connecting academic departments (particularly engineering) with industry partners to produce wins for students and the companies. There are interesting design-focused learning experiences at Brown and other universities, and we are interested in successful uses of the IUSE program that are relevant to this topic. Sponsored by NSF Speakers:

Afroze Mohammed, Associate Director of Strategic Alliances, Virginia Tech
Betsy Stubblefield Loucks, Communications and Business Development Associate, Office of
Industry Engagement & Commercial Venturing, Brown University

### Moderator:

Britany Affolter-Caine, Executive Director, Michigan's University Research Corridor

Many long-standing friendships and partnerships got their start from connections made through SSTI. Our Annual Conference stands as a great way to reconnect with those in your network as well as reach out to new acquaintances and grow those connections.

Relax over drinks and light hors d'oeuvres during our National Innovation Reception. Bounce ideas off our board members, seek out SSTI staff, and engage with your peers from across the country, discussing the day's events and the innovation happening in your own backyard.

It's a great way to end the first full day of the conference, and can serve to kick off an evening of fun. (Don't forget to sign up for a Dine-around at the registration desk if you want to experience some of the local flavor in Providence!)

We'll see you in the Ballroom.



# INNOVATION ADVOCACY COUNCIL | AN INITIATIVE OF JOBS AND PROSPERITY THROUGH INNOVATION | SSTI

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 250 meetings with congressional offices,
- provided input on bills including for FAST, SBIR/STTR and clusters, and
- secured \$96 million in funding for Regional Innovation Strategies.

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 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

### REGIONAL INNOVATION ECONOMIES

Ensure the workforce is trained for the jobs of the future

Reform national institutions to better support the innovation economy

Enhance America's globa competitiveness through increased funding for targeted research and development

### 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 SSTI's Jason Rittenberg [rittenberg@ssti.org] or IAC Chair Ben Johnson [bjohnson@biostl.org] to get involved.



Looking for a more effective way to bring new employees and Board members up to speed on innovation-based economic development?

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SSTI would like to thank the following for their support in making speakers, facilitators and moderators available for the 2019 Annual Conference.

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### Social Entrepreneurship: Good Businesses, Great Economies 9:00-10:15 A.M.

A growing number of entrepreneurs want their startups to do more than make investors rich — and just in time given the growing slate of social and environmental issues arising across the country. Entrepreneurial support organizations need to bring additional tools and a modified mindset to nurture these impactful companies toward scaling. In this session we will explore paths to success used by two social enterprise leaders making great impacts in their communities.

### Speakers:

Faith Knutsen, *Director, Social Innovation and Entrepreneurship*, Ohio University Voinovich School of Leadership and Public Affairs

Kelly Ramirez, CEO, Social Enterprise Greenhouse Miriam Roure, Senior Program Director, URBAN-X

### Moderator:

Mark Skinner, Vice President, SSTI

### Revitalizing Former Industrial Cities 9:00-10:15 A M

Cities whose economies enjoyed manufacturing growth engines in decades past were left reeling when factories closed and jobs left due to changing economic and technological forces. Today, some of these cities have been able to reimagine their industrial base and find new opportunities for growth. In this session, we'll explore approaches that are being used to build on the past and current strengths of these cities to tie them to the innovation economy and also consider how to creatively reuse former industrial sites for innovation purposes.

### Speakers:

Travis McCready, *President & CEO*, Massachusetts Life Sciences Center Rebecca Webber, *General Manager*, CIC Providence

# ✓ Successful Support for First-time SBIR Applicants 9:00-10:15 A.M.

Writing any federal grant proposal is daunting, and with a roughly one-in-six average success rate for SBIR/STTR, it is no surprise that many innovators look for support. What are the most effective approaches to support applicants? During this discussion, we'll cover topics like Phase 0, FAST, service providers and other topics related to how to bring more SBIR/STTR awards to your region. Sponsored by NSF

### Speakers:

Patrick J. Clemins, *Manager*, *Cyberinfrastructure and Partnerships*, Vermont EPSCoR Daniel Moses, *Director*, *Oklahoma Catalyst Programs*, University of Oklahoma

### Moderator:

Brittany Sickler, Senior Innovation Policy Advisor, SBIR/STTR, SBA



### A tradition—and a future—rich in innovation

For nearly 200 years, the people of Maine have earned a reputation for being inventive, clever, resourceful and creative. Which is why for the past 20 years, MTI has invested over \$270 million in the people and ideas that are impacting the future of Maine, the country and the world.

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Want to talk about it? Get in touch. Rich Overmoyer, CEO: 412-251-1607 rovermoyer@fourtheconomy.com



### → Clean Energy, Water Tech and Green Innovation 10:45 A.M.-12:00 P.M.

The constant barrage of evidence that the pace of the change brought on by the climate crisis can be terrifying — paralyzing for many. Increasingly though, large corporations, many states and other nations are taking significant steps to mitigate additional contributions to the causes and to adapt to the challenges already underway. Science, technology, innovation and entrepreneurship have leading roles to play. Is your organization helping your researchers, your companies, and your community to seize the opportunities before us? In this session, we'll explore established and new paths for full engagement in the next economy.

### Speakers:

Ian Adams, *Managing Director*, Clean Energy Trust Richard Adams, *Director, Innovation and Entrepreneurship Center*, NREL Peter Rothstein, *President*, Northeast Clean Energy Council

# → Developing Innovation Hubs in Smaller Cities and Towns 10:45 A.M.-12:00 P.M.

Cultivating an innovation economy is hard work as it is, but these challenges can be even greater for suburbs, smaller cities and rural areas. From strengthening STEM education, to building a community of local inventors and entrepreneurs, to tapping into overlooked innovation assets, in this session you will learn from practitioners working outside of the nation's major technology centers about their efforts to develop hubs that encourage innovation, support entrepreneurship, and help boost community vitality.

### Speaker:

Elliot Reed, Executive Director for the Institute for Innovation, Commercialization, and Economic Development, Northeast Ohio Medical University (NEOMED)
Rich Overmoyer, President and CEO, Fourth Economy
Moderator:

Rex Smitherman, Senior Vice President of Operations, i2E

### → Innovation and the Next Generation of Local Manufacturing 10:45 A.M.-12:00 P.M.

Research has shown that more than 130,000 manufacturing firms across the country are owned by baby boomers, but the vast majority of these businesses lack a plan for succession. Representing approximately 2.7 million workers and recording more than \$690 billion in sales, these businesses and the places they support are facing an uncertain future as owners consider retirement. This is especially true for smaller communities and those reliant on manufacturing industries. In this session, we will learn from experts across the country about this looming threat, their proactive responses, and strategies to implement in your own community to ease the transition.

### Speakers:

David Robinson, External Affairs Director, Manufacturing Renaissance Lisë Stewart, Principal-in-Charge, EisnerAmper Center for Family Business Moderator:

Mark Schmit, Chief, Regional & State Partnerships, NIST Manufacturing Extension Partnership

### Power Roundtable:

# Helping Innovative Companies to Build Your Regional Economy 10:45 A.M.-12:00 P.M.

SBIR is an excellent program but is rarely the only resource available to innovative companies in the most vibrant regional economies. This session will feature mini-discussions on a variety of ways that state, local, university and federal partners support innovators, including matching awards, customer discovery, mentorship and more. Join us and participate in the conversations that are most relevant to you. Sponsored by NSF

### Speakers:

Haley Allgood, Executive Director, Startup Junkie Foundation John Hardin, Executive Director, North Carolina Board of Science, Technology & Innovation Steve Konsek, SBIR/STTR Program Director, NSF Andrew Schwab, President, First Flight Venture Center Brittany Sickler, Senior Innovation Policy Advisor, SBIR/STTR, SBA

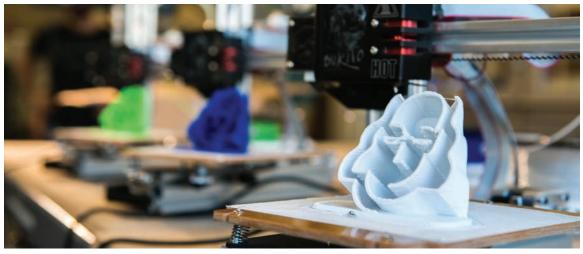
### → Trends in Tech-based Economic Development 12:00-1:30 P.M./ BALLROOM A

No SSTI conference would be complete without our annual presentation of trends in regional innovation economies. Covering topics from workforce participation and capital formation to new state programs and federal policy, this talk addresses a wide range of important issues for the field. Be prepared to leave the conference with your head full of new angles, challenges, and opportunities to consider for your work.

### Speakers:

Dan Berglund, President and CEO, SSTI

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### Host



The **Rhode Island Commerce Corporation** works with public, private and nonprofit partners to create the conditions for businesses in all sectors to thrive and to improve the quality of life for its citizens by promoting the state's long-term economic health and prosperity. RICC offers business assistance, access to funding and red tape reduction for companies of all sizes. As a quasi-public agency, it is the official full-service, economic development organization for the state of Rhode Island. Through the Science & Technology Advisory Council and its Innovate RI Fund, RICC increases R&D, encourages entrepreneurship, and enables innovation. **commerceri.com** 

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The **Partnership for Rhode Island** is non-profit organization formed in 2017 with the goal of making this state a better place to live, work and do business. With over 30,000 local employees, our twelve member CEO-level board includes most of the largest employers in the state. We are focused on building strategic partnerships and philanthropic commitments to support our four focus areas: K-12 education, infrastructure, workforce training and business attraction.

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Polaris MEP provides competitive business improvement programs to grow Rhode Island's manufacturing industry. Polaris MEP is a statewide nonprofit organization, an affiliate of the National Institute of Standards and Technology's Manufacturing Extension Partnership (NIST MEP), and a business unit of URI Ventures. URI Ventures provides University of Rhode Island researchers, including faculty & students, with resources to facilitate the commercialization of advanced research. They connect inventors with industry and welcome industry partners who are interested in licensing innovative intellectual property. polarismep.org

URI Ventures provides University of Rhode Island researchers, including faculty & students, with resources to facilitate the commercialization of advanced research. We connect inventors with industry and welcome industry partners who are interested in licensing innovative intellectual property. uri-ventures.org



RI Science & Technology Advisory Council (RI STAC) is dedicated to creating economic opportunity and job growth by leveraging our state's unique assets in science, technology and design. It's programs support the state's research and development activities by promoting collaboration across institutions and encouraging entrepreneurship and new company creation through the transfer of new technologies and discoveries into the marketplace. stac.ri.gov

### **National Sponsors**



America's Seed Fund powered by the National Science Foundation (NSF) awards more than \$200 million annually to startups and small businesses, transforming scientific discovery into products and services with commercial and societal impact. Startups working across almost all areas of science and technology can receive up to \$1.5 million in non-dilutive funds to support research and development (R&D), helping de-risk technology for commercial success. America's Seed Fund is congressionally mandated through the Small Business Innovation Research (SBIR) program. The NSF is an independent federal agency with a budget of about \$8.4 billion that supports fundamental research and education across all fields of science and engineering, seedfund.nsf.gov

### National Sponsors, continued



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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. **nist.gov/mep** 



The Federal Laboratory Consortium for Technology Transfer (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. federallabs.org



**Fourth Economy** is a national, mission-driven community and economic development consulting firm that fosters action to create great communities, impactful organizations, and strong economies. We blend both quantitative and qualitative inputs at every point in our collaborative process, developing realistic recommendations that can be easily understood and readily implemented.

fourtheconomy.com

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Innovation Policyworks enables economic development officials at state, regional and local levels make better, data-driven decisions by providing expert research, analysis and recommendations. Our clients see innovation and entrepreneurship as critical elements of their economic development strategy, and are developing new programs or policies, and/or evaluating existing ones. innovationpolicyworks.com



Founded and funded by the Maine State Legislature, **MTI** offers grants, loans, equity investments, and services to support new ideas, products, methods, programs and infrastructure with the potential to grow and diversify Maine's economy and increase the number of quality jobs throughout the state. **MaineTechnology.org** 



**TEConomy Partners** is a global leader in research, analysis and strategy for innovation-based economic development. Today, TEConomy Partners is helping nations, states, regions, universities, institutions and industries blueprint their future and translate knowledge into prosperity. **teconomypartners.com** 

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**Ben Franklin** are partners 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.

### benfranklin.org



The Launch Place, an investor in early stage companies, 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. thelaunchplace.org



### **55Ti**) A special thank you to our members!

SSTI strengthens initiatives to create a better future through science, technology, innovation and entrepreneurship. We offer information and services needed to succeed in today's innovation economy, and we strive to maximize the capacity of our members to deliver successful outcomes within the context of the complex innovation communities in which they participate.

We'd like to thank the many organizations listed below that have joined SSTI as members and help make our work possible.

We'd love to welcome you as part of our team. Please see any staff member to learn more about how membership can benefit your organization, and take advantage of our special membership offer available to conference attendees.

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Arkansas Research Alliance

**Business Oregon** 

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Delaware Prosperity Partnership

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USTAR - Utah Science Technology and Research

Vermont Department of Economic Development

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