



Third Bi-Annual Academia Industry Forum
Creation of the Chemical Entrepreneur

Serendipity – “always making discoveries, by accidents and sagacity, of things not in quest of”

Serendipity Favors the Prepared Mind

Location: Kennesaw State University, new Science Lab Building
Friday, November 9th, 2012 8.30am-2.30pm

Agenda

- 8.30am Breakfast
- 9.00am Introduction – The Path from a Chemical Discovery to a Chemical Invention to a Chemical Business. Terry Say, Say Consulting, LLC.
(Proof of concept, technology push vs market pull, energy barrier)
- 9.15am Research Collaboration between Industry and Universities and National labs Charlie Liotta, Chair, School of Chemistry, Georgia Institute of Technology.
(The elements of a “Win-Win” relationship.)
- 10.00am Networking Break
- 10.30am Protecting the Invention
David Ladner, Ladner Patent Management LLC
(Patent or trade secret)
- 11.15am Concept to Commercial Product – Win Cooke, President, ICT Chemicals, Inc.
(What is the product, what does it do, who wants it?)
- 12 noon Lunch
- 12.45pm Regulations
Johanna Morsberger, Assist. Manager, Government Relations, SOCMA
(Environmental, TOSCA, REACH)
- 1.30pm Next Steps
Kirby Black, Managing Partner, Epic BioVentures
(Vision, business plan, funding, \$\$\$)
- 2.15pm Close – Patrick Carr, Pilot Enterprises, LLC.