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.