

B. Innovation, Entrepreneurship and Collaboration

Presidential ACS Webinars on Entrepreneurship Training
Virtual Symposium at ACS 2021 Fall National Meeting

1. ACS Webinar Series on Entrepreneurship Training

- **7/21/2021: Starting a Company: The Critically Important Aspects of Incorporation**
- **7/28/2021: Starting a Company: Protecting Your Intellectual Property**
- **8/11/2021: Starting a Company: Organizing for Success**

As scientists and engineers, we all know that innovation is the engine of growth for a society. The key is to translate these innovations and discoveries from bench to market. This requires entrepreneurial and business skills not usually taught in graduate schools. The goal of these ACS webinars is to provide an educational program to train more chemists and chemical engineers on entrepreneurship and business management. In this way, we can stimulate innovation, promote new enterprises, and recruit and retain members who see innovation and management as integral to their professional goals.

These webinars are co-produced with ACS Industrial Member Programs, ACS Corporation Associates (CA), the ACS Committee on Technician Affairs, and the ACS Divisions of Small Chemical Businesses (SCHB) and Business Development and Management (BMGT). Last year we held two successful ACS webinars; you can view them at the following links:

1. “Starting a Company: Do You Need a Business Plan?”

<https://www.acs.org/content/acs/en/acs-webinars/business-entrepreneurship/business-plan.html>

2. “Starting a Company: Where Do You Get Funding?”

<https://www.acs.org/content/acs/en/acs-webinars/business-entrepreneurship/company-funding.html>

2. “Innovation, Entrepreneurship, and Collaborations” - Symposium in August ACS National Meeting, 2021

Sponsored by PRES, SCHB, BMGT, I&EC, AGRO, CA, COLL, PROF, YCC, MEDI
Organizing Committee: H. N. Cheng, Matthew Grandbois, Tiffany Hoerter, Joe Sabol, Diane Schmidt, Jim Skinner, George Stanley, Cal Trepagnier, Caroline Trupp Gil

The goals of this Presidential symposium are:

- 1) To provide training and help to current or budding entrepreneurs and managers. These may include academic, industrial and government scientists and students.
- 2) To communicate the best practices and case stories on entrepreneurship, university-industry-government collaborations, and management
- 3) To facilitate networking and communication among the various groups within this space, including current and prospective entrepreneurs, funders, entrepreneur organizations,
- 4) To help build a community of people interested and/or involved in business and entrepreneurial activities, who look upon ACS as a place for network, mutual help, and deal-making.

Symposium Program

Session 1	Essentials of Innovation, Entrepreneurship, and Management, Part 1			<u>Date/Time (all EDT)</u>
A	Session Chairs: Cheng, Grandbois	Speaker	<u>Affiliation</u>	Tuesday, Aug. 24
	Welcome	Thomas Connelly	ACS	10:30 - 10:35
	Introductory Remarks	Matthew Grandbois	DuPont	10:35 - 10:40
	Inventor's dilemma: What to do next	James Skinner	Terregena	10:40 - 11:05
	Raising Capital for Early Stage Entrepreneurs	Sidney White	Chemical Angel Network	11:05 - 11:30
	Decisions related to starting a business and incorporating a new company	Larry Robbins	Wyrick Robbins Yates and Ponton	11:30 - 12:00
	Challenges of accessing and quantifying the market for a new technology	James Deconinck	Western Carolina U.	12:00 - 12:30
Session 2	Essentials of Innovation, Entrepreneurship, and Management, Part 2			
B	Session Chairs: Skinner, Stanley			Tuesday, Aug. 24
	Debunking the myths of innovation and entrepreneurship	David Harwell	Consulting Science	2:00 - 2:30
	Path to Commercialization from Academia	Les T. Nichols	U. of Texas, Austin	2:30 - 3:00
	Intellectual Property and the Entrepreneur	Brad Crawford	Eli Lilly	3:00 - 3:30
	Better Products – Faster – Through Operational Alignment	Kristoffer Stokes	Geisys Ventures	3:30 - 4:00
Session 3	Corporate Spotlights			
C	Session Chairs: Schmidt, Sabol			Tuesday, Aug. 24
	Accelerating innovation by embracing scientific advances, lean innovation, digital transformation and a constructive disruption mindset.	Gerard Baillely	P&G	4:30 - 5:00
	Sustaining materials innovation – Scalable solutions delivered through collaboration	A. N. Sreeram	Dow	5:00 - 5:30
	Open Innovation as a Driver for Agricultural Research & Development	Phil Taylor	Bayer	5:30 - 6:00

	Retooling for innovation	Stephane Costeux, Rupa Kibbe	DuPont	6:00 - 6:30
Session 4	Funding and Maximizing Success			
D	Session Chairs: Skinner, Melman			Tuesday, Aug. 24
	Funding for a startup company: Insights from experienced investors	Greg Stewart	Green Sky Capital Inc.	7:00 - 7:30
	Criteria that venture capitalists use when selecting companies for investment	Jason Caplain	Bull City Venture Partners	7:30 - 8:00
	What to do and not do when starting a company	Kevin Bowles	Enkaps Inc.	8:00 - 8:30
	Starting a company: Insights from a successful serial entrepreneur	John Ryals	Metabolon Inc.	8:30 - 9:00
Session 5	Factors Contributing to Business Success			
E	Session Chairs: Lynch, MacLachlan			Wednesday, Aug. 25
	Role of the Industrial Partner in Industrial-Academic Collaborations	Matthew Lynch	P&G	10:30 - 11:00
	Building future economies via entrepreneurship	Todd Khozein	Second Muse	11:00 - 11:30
	Beyond innovation: What is needed to start a small chemical business in 2021	John Driscoll	PID Analyzers	11:30 - 12:00
	Beyond incorporating your newco: How to set yourself up for success	Jennifer Maclachlan	PID Analyzers	12:00 - 12:30
Session 6	Government Agencies Helping Start-ups			
F	Session Chairs: Grandbois, Trepagnier			Wednesday, Aug. 25
	DARPA's Embedded Entrepreneurship Initiative	Kacy Gerst	DARPA	2:00 - 2:25
	Moving Research From Lab to Marketplace with America's Seed Fund and SBA	Jennifer Shieh	Small Business Administration	2:25 - 2:45
	Industrial Innovations and Partnerships at NSF	Elizabeth Mirowski	NSF	2:45 - 3:10
	The NSF's I-Corps Team program is a stimulus package for start-ups.	Daniel Daly	Daly Bus Consultants	3:10-3:35

	DOE national laboratories as hubs of innovation, entrepreneurship and collaboration	Michelle Buchanan	Oak Ridge Nat. Lab	3:35 - 4:00
Session 7	Govt Labs - Innovation and Collaborations			
G	Session Chairs: Orts, Cheng			Wednesday, Aug. 25
	National Nanotechnology Coordinated Infrastructure (NNCI): A Model for Sharing Resources and University-Industry Collaboration	David Gottfried	Georgia Tech	4:30 - 5:00
	Innovation and Collaboration on the Path to a Clean, Sustainable Energy Future	Nancy Haegel	NREL	5:00 - 5:30
	Innovative solutions and entrepreneurial behaviors in chemical technology commercialization	Andrew H. Bond	DeNovX	5:30 - 6:00
	Partnering with the USDA and USDA researchers toward commercial success.	William Orts	USDA	6:00 - 6:30
Session 8	Organizations serving Entrepreneurs			
H	Session Chairs: Grandbois, Stanley			Wednesday, Aug. 25
	Case Study of Delaware Innovation Space – an organization formed via a collaboration between DuPont, University of Delaware, and State of Delaware to enable science entrepreneurs with critical tools and support to accelerate success and impact	William Provine	Delaware Innovation Space	7:00 - 7:30
	Tech2Market – Closing the Gap Between Academic Research and Technology Commercialization	Dora Cheatham	DESCA	7:30 - 8:00
	Getting from Point A to Point Exit: Preparing Your Startup for an Exit	Tony Stanco	NCET2	8:00 - 8:30
	Addressing the Emerging Measurement Science Needs of Industry via Collaborative Research with Academia	Christopher Welch	ICASE	8:30 - 9:00
Session 9	Technology Transfer			
I	Session Chairs: Skinner, Schmidt			Thursday, Aug. 26

	Role of the technology transfer office in universities	Marc Sedam	NYU Vice Pres, Technology Opportunities and Ventures	10:30 - 11:00
	Technology transfer for development & commercialization from federal laboratories	Paul Zielinski	Fed Lab Consortium for Tech Transfer	11:00 - 11:30
	UIDP - Collaboration for successful innovation and entrepreneurship	Anthony M. Boccanfuso	UIDP	11:30 - 12:00
	WARF – A Success Story in Technology Transfer	Michael Falk	WARF	12:00 - 12:30
Session 10	Innovation & Entrepreneurship Special Topics, Part 1			
J	Session Chairs: Sabol, Cheng			Thursday, Aug. 26
	Benefiting from differences in intellectual property (IP) law in US and CA	Kazim Agha	Ridout & Maybee LLP	2:00 - 2:30
	Regulatory challenges and opportunities for collaboration on innovations in agriculture	Laura McConnell	Bayer CropScience	2:30 - 3:00
	Shaping Next-Generation Innovation with the DOE National Laboratories	Jennifer Lee	Pacific Northwest NL	3:00 - 3:30
	Disrupting plastics with plants: Regenerative solutions that scale by Natural Fiber Welding	Luke Haverhals	Natural Fiber Welding	3:30 - 4:00
Session 11	Innovation & Entrepreneurship Special Topics, Part 2			
K	Session Chairs: Cheng, Sabol			Thursday, Aug. 26
	Imagine a world where everyone can make molecules	Martin D. Burke	U of Illinois, Urbana-Champaign	4:30 - 5:00
	Precision Medicine: Needed More Than Ever: An Entrepreneur's Perspective	Pam Randhawa	Empiriko	5:00 - 5:30
	Next breakthrough in drug manufacturing	Anita Mehta	Chicago Discovery Solutions	5:30 - 6:00
	Global Innovation and Entrepreneurship Create Jobs in the Chemical Sector	Mukund Chorghade	THINQ	6:00 - 6:25
	Concluding Remarks	H. N. Cheng	ACS	6:25 - 6:30