FIFTH ANNUAL
INVENTORS & ENTREPRENEURS WORKSHOP
March 27 – 28, 2020
TWO DAYS DEVOTED TO CREATIVITY & PERSONAL SUCCESS
“From Your Idea to Product to Market”
Business Start-Up Conference
Fidel Conference Center
New Mexico Tech
Center for Technology Commercialization
Socorro, New Mexico

Friday, March 27

7:30 - All Day Registration
9:00 - 11:45 FREE EDUCATIONAL COURSES – See Schedule
11:45 - 1:00 Box Lunch
12:15 - 12:30 Welcome: - “Creativity and the Community
Dr. Stephen Wells, President, New Mexico Tech
Larry Udell, Adjunct Professor; Strategic Advisor to NMT;
Chairman, Licensing Executives Society, Silicon Valley
Master of Ceremonies

INTERACTIVE PANEL
12:30 - 2:00 “Structure For Success: Forming, Financing and Protecting”

Moderator: Bruce W. Jenett, Partner, Premier Counsel, San Francisco, CA
Panel: Dan Brooks, Sun Mountain Capital, Santa Fe, NM
Craig Kenesky, Ph.D., IP Practice Head, Wilson/Sonsini/Goodrich & Rosati, NYC
Nola Masterson, Founder/Managing Director of Science Futures LLC
Woodside, CA
Sanjay Prasad, Prasad IP, Los Altos, CA
Stuart Rose, Founder, Bioscience Center and Fat-Pipe, Albuquerque
Norman Smith, Ph.D., Successful entrepreneur, CEO, Investor

This panel of industry experts will present initial ideas and followed by a challenge to individual tables to develop a “best question” in this topic area. The panel will answer questions from all tables on the various legal structures available to create and finance a new emerging technology venture, how to structure a great board and implement effective board-management communication, and how to identify, protect and monetize the intellectual property assets of the venture.

The table coming up with the best question will win a prize!
2:00 - 2:30 **HERE TO HELP:** Mollybeth Kocialski Director of the USPTO, Denver Regional Office. Behind the scene at the Patent Office.

2:30 - 2:45 **Break & Networking**

2:45 - 3:15 **Special Presentation:** “How Can We Help? Your Success is Our Business
John Garcia, District Director, US SBA, Albuquerque
Dana DeRego Catron, NM Fast, NMSU Arrowhead Center

**AUDIENCE Q & A PARTICIPATION**

3:15 - 4:30 **Investing in New Mexico’s Technology Future**

*Moderator:* Dan Brooks, Sun Mountain Capital, Santa Fe
*Panel:* Thomas Brennan, Partner, Arch Venture Partners Chicago & ALB
Matt Fetrow, Air Force Research Laboratory, Albuquerque
Kathy Hansen, Arrowhead Center, NM State University, Las Cruces
Jackie Kerby Moore, Sandia National Labs, Albuquerque, NM
Paul Silverman, Geltmore Capital, Albuquerque
Tom Stephenson, Verge Fund, Albuquerque

All these experts and investors will discuss their view of the opportunities and what they are seeking in new opportunities and investments.

4:30 - 5:30 **Success Stories Panel**

*Moderator:* Bill Seidel, Founder/CEO, America Invents

Panelists will be individuals who are personally familiar with tech-commercialization success stories.

5:30 - 6:15 Networking reception

6:15 - 7:00 Western Barbeque: hosted by:

7:00 - 8:00 **Keynote:** “Tomorrows Technologies Today” invited

Dr. Walter Copan, Dr. Copan was confirmed by Congress as Under Secretary of Commerce for Standards and Technology and NIST Director on October 5, 2017. As NIST Director, Dr. Copan provides high-level oversight and direction for NIST. He has had a distinguished and diverse career as a science and technology executive in large and small corporations, U.S. government, nonprofit and other public-sector settings.
Saturday, March 28  STUDENT DAY!!!!

7:30 - Registration and continental breakfast

9:00 - 9:05 Welcome, Dr. Peter Anselmo, Co-Chairman

9:05 - 9:30 Kickoff address, Speaker TBA

9:30 - 11:00 Wolves Den I High School Competitors

Judges TBA (from sponsors and program presenters)

11:00 - 12:30 Table Competition – Cyber!!!!!

Tables will compete to solve a problem in the Cyber area --- no major expertise required! Judges and panelists will be available to answer questions from each table.

Head Judge: David Kistin, Sandia National Laboratories

12:30 - 1:45 Networking and box lunches: Hosted by:

Personal Planning Session: Applying the Ideas
Designing and developing your prototype – What are the options?
The Business Plan, how many pages? How much funding do I need?

This is an open Q&A session with all program panelists and experts
Moderator: Dr. Peter Anselmo

Here is a session where you can ask all your questions and hopefully discover all the answers. Whatever you want to know, from early stage inventing to starting your business to building a team and raising the needed funding.

2:00 - 3:15 The WOLVES DEN II – College Division: New Mexico Tech presents the “Wolves Den” Like the popular Shark Tank, a panel of investors will screen qualified presentations seeking funding by pre-qualified presenters.

Judges will be from the program presenters

3:15 Closing comments by Dr. Stephen G. Wells, President, New Mexico Tech

SEE YOU NEXT YEAR!
REGISTRATION

Students with ID, all schools $25.00
Seniors (65+) military, veterans and special needs $45.00
Early registration, before March 10th $75.00
Registration $95.00
At the door $125.00

Registration includes: two box lunches, cocktail reception, barbecue dinner, continental breakfast, break refreshments and all types of life changing information

ADDITIONAL INFORMATION:

The Wolves Den judges will be comprised of six of the presenters.

Competition starts on January 15, 2020 and will end on March 20, 2020 to select 5 presenters for the Wolves Den. They will compete for funding and/or legal in-kind services.

Inventors attending cannot bring their prototype, etc. to the event unless they have been chosen as one of the five for Wolves Den. Prototypes cannot be shown in advance of presentation.

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