



**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 10 <sup>th</sup>	\$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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