

Thursday March 27, 2008  
*Partnering For Progress*



Presents

**DRAFT**

Access  
Connections  
Technologies  
Innovations  
Opportunities  
Networking  
*Symposium*

March 27-28, 2008

Woodlands Inn...Route 315...Plains Township

Woodlands Inn and Resort  
1073 Highway 315  
Wilkes-Barre, Pennsylvania

[www.nepa-alliance.org/ACTIONS.htm](http://www.nepa-alliance.org/ACTIONS.htm)

Friday March 28, 2008  
*Government Business  
Expo*

Welcome to the ACTION Symposium! This year the Northeastern Pennsylvania Alliance (NEPA) has combined its annual PTAC EXPO with a first-of-its-kind "Partnering for Progress" session. The ACTION Symposium is a two-day event hosted by NEPA and its many partners and sponsors and is intended to provide a forum for businesses to hear the most innovative and informative representatives from government agencies, federal laboratories, economic development agencies, colleges and universities and offices of technology transfer. The "Partnering for Progress" session will be held on Thursday, March 27, 2008. Federal Laboratory Consortium Mid-Atlantic District representatives will come together for the first time in Northeastern Pennsylvania to share ideas, highlight best practice projects that involve technology transfer and innovative technology developments into private businesses on a national level.

The transfer of technology out of government and university labs into the private sector and vice versa holds enormous possibilities for the growth of small businesses throughout the region and the Commonwealth. NEPA is bringing NASA, NIST, NIH, DOE, Navy, DOD, National Cancer Institute at Frederick, Northeastern Pennsylvania Keystone Innovation Zone Technology Projects and Keystone Innovation Partnership, NASA's Innovative Partnership Program and many more excellent speakers and panel participants. Businesses or individuals interested in commercializing a product or wishing to learn what technologies are available and how to utilize the labs for transfer should definitely attend Thursday's event.

On the second day of the Symposium, Friday, March 28, 2008, NEPA will hold its annual Procurement Technical Assistance Center (PTAC) Expo. Business owners will have the opportunity to meet with government agencies and major government prime contractors in an effort to obtain new government contracting opportunities. Additionally, major government prime contractors will be introduced to new potential suppliers, especially women-owned, minority-owned, veteran and service disabled veteran-owned businesses.

On behalf of NEPA and our event sponsors and partners, we look forward to bringing this most resourceful event to you!



President & CEO  
Northeastern Pennsylvania Alliance



Government  
Procurement Manager

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**Thursday March 27, 2008**  
**Partnering For Progress**  
**Forming Partnerships to Advance Technology**

Exhibitor/Poster Presentations Set-up **7:00 am - 8:00 am**

Registration /Continental Breakfast **8:00 am - 8:30 am**

Welcome & Introductions- **Jeffrey Box**, President & CEO **8:30 am - 8:40 am**  
 Northeastern Pennsylvania Alliance

Event Overview  
**Ken Okrepkie**,  
 Northeast Pennsylvania Technology Institute

Panel Presentation on Interconnectivity **8:40 am - 9:05 am**

FLC	<b>Belinda Padilla</b>
EDC's	<b>Chris Haran</b>
Academia	<b>Dr. Robert Dillman</b>
State Government	<b>Kelly Wylam</b>
Private Sector	<b>Don Webster</b>

**Break Out Session (1) 9:10 am - 10:00 am**

**1) FLC - Overview, Mechanics, Processes**  
**John Emond** Mid-Atlantic Region Coordinator,  
 Federal Lab Consortium-NASA

**Belinda Padilla** Program Manager Development Office,  
 Technology Transfer Division, Los Alamos  
 National Laboratory

**Thomas Stackhouse** Assistant Director, Technology Transfer Center  
 National Cancer Institute at Frederick

**2) Keystone Innovation Zone Grant Recipients**  
 Impact on the Region (7 min presentations)  
 (Part 1) \*\*See Session Descriptions

**3) Importance of Commercialization to the Community**  
**Dr. Robert Dillman** President - East Stroudsburg University  
**Gerald Ephault** Regional Manager-Ben Franklin Technology Partners  
 Northeast  
**Thomas Wren** Director PA SBDC-The Wharton School/University of  
 Pennsylvania

**10:00 am - 10:15am**

BREAK (15 Minutes)

**Break Out Session (2) 10:20 am - 11:10 am**

**1) FLC - Overview, Mechanics, Processes**  
**John Emond** Mid-Atlantic Region Coordinator,  
 Federal Lab Consortium-NASA

**Belinda Padilla** Program Manager Development Office,  
 Technology Transfer Division, Los Alamos  
 National Laboratory

**Thomas Stackhouse** Assistant Director, Technology Transfer Center  
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**3) Importance of Commercialization to the Community**  
**Dr. Robert Dillman** President East Stroudsburg University  
**Gerald Ephault** Regional Manager Ben Franklin Technology  
 Partners Northeast  
**Thomas Wren** Director PA SBDC-The Wharton School/  
 University of Pennsylvania

Network/Exhibit Review **11:10 am - 12:00 pm**

**Lunch/Luncheon 12:00 pm - 1:00 pm**

**Luncheon Speaker**  
**Alexander Orlando**, DBA, Director of Sales, Innocentive

**Break Out Session (3) 1:00 pm - 2:00pm**

**1) FLC Labs Focused on Targeted Technologies**  
**Rick Brenner, Ph.D.** USDA, ARS, Office of Technology Transfer

**Thomas Stackhouse** Assistant Director, Technology Transfer Center  
 National Cancer Institute at Frederick

**Dr. Charles Taylor** Director of the Chemistry and Surface Science Division  
 National Energy Technology Laboratory

**2) Keystone Innovation Zone (Part 2) –**  
 Impact on the Region (7 min presentations)  
 \*\*See Session Descriptions

**3) Private Commercialization/Industry Partnerships and Workforce Training**  
**Michael Duffy** President, Keystone Automation  
**Gary Reinhardt,** President, JA Reinhardt, Inc.  
**Thomas C. Schmitt** President, Right Reason Technologies  
**Robert G. Garraty, Ph. D.** Executive Director, PA Workforce  
 Investment

<b>Breakout Session (4)</b>		<b>2:05 pm - 3:05 pm</b>
<b>1) FLC Labs Focused Discussions on Targeted Technologies</b>		
	NIST MBA, MPA Technology Marketing Specialist United States Department of Commerce	
<b>James Burns,</b>	DOD NAVY Project engineer, Naval Surface Warfare Center Carderock Division - Philadelphia	
<b>John Emond,</b>	NASA - Mid-Atlantic Region Coordinator, Federal Lab Consortium	
<b>2) Keystone Innovation Zone (Part 2) – Impact on the Region (7 min presentations) **See Session Descriptions</b>		
<b>3) Private Commercialization /Industry Partnerships and Workforce Training</b>		
<b>Michael Duffy</b>	President, Keystone Automation	
<b>Gary Reinhardt</b>	President, JA Reinhardt, Inc.	
<b>Thomas C. Schmitt</b>	President, Right Reason Technologies	
<b>Dr. Robert G. Garraty</b>	Executive Director, PA Workforce Investment Board	
<b>Afternoon Introductions</b>		<b>3:10 pm - 3:15 pm</b>
<b>Michael Battaglia</b>	<b>NASA's Innovative Partnership Program</b>	<b>3:15 pm-3:35 pm</b>
<b>Kelly Wylam</b>	<b>Innovation Partnership</b>	<b>3:35 pm - 4:05 pm</b>
<b>Wrap Up and Scribe Reports</b>		<b>4:10 pm - 5:15 pm</b>
<b>Networking/Exhibit Review PTAC COCKTAIL RECEPTION with hors d'oeuvres</b>		<b>5:15 pm - 7:00 pm</b>
<hr style="width: 30%; margin-left: 0;"/>		

<b>Thursday March 27, 2008</b> <b>Speakers/Sessions Descriptions</b> <b>Partnering For Progress</b> <b>Forming Partnerships to Advance Technology</b>		
Panel Presentation on Interconnectivity		8:40 am - 9:05 am
<p>Initial overview highlighting the interaction between the FLC, economic development organizations, academia, industry, and state/local governments. This first panel will provide a brief overview of the role each type of organization plays in fostering technology development/tech transfer through collaboration. The presentation by each panel member is a brief overview which will help set the stage for subsequent panel discussions.</p>		
1) FLC <b>Belinda Padilla</b>	2) EDC's <b>Chris Haran</b>	3) Academia <b>Dr. Robert Dillman</b>
4) State Government <b>Kelly Wylam</b>	5) Private Sector <b>Don Webster</b>	
<b>1) &amp; 2) FLC - Overview, Mechanics, Processes</b>		<b>9:10am - 10:00am</b> <b>10:20am - 11:10am</b>
<p>Breakout/Parallel Session on Processes/Approaches to Tech Transfer. This session is one of three parallel sessions. The FLC session will have three agency representatives provide a overview of the mechanisms (processes for licensing and agreements, types of agreements, etc.) reflecting a range of agency tech transfer structures. To provide the range, there will be one speaker each from NASA and its Space Act authority, DOE (DOE Sandia is recommended to demonstrate some of the flexibilities Sandia has apart from other research labs) and NIH, as a representative agency using CRADAs for cooperative research. This session will be repeated as a second, back to back session with the same panel members, along with repetition by the other parallel sessions, to enable attendees to have more flexibility in participating in this and another morning session.</p> <p>Each panel member will have 15 minutes followed by about a 5 minute period for Q/A to the panel from the audience.</p>		
<b>John Emond</b>	Mid-Atlantic Region Coordinator, Federal Lab Consortium-NASA	
<b>Belinda Padilla</b>	Program Manager Development Office, Technology Transfer Division, Los Alamos National Laboratory	
<b>Thomas Stackhouse</b>	Assistant Director, Technology Transfer Center National Cancer Institute at Frederick	

**2) Keystone Innovation Zone (Part 1)**

**9:10am - 10:00am**

**Impact on the Region**

**10:20am - 11:10am**

**a) University of Scranton/Misericordia University: Hydro4ge**

**Description:** The two institutions of higher education are partnering with a private firm, Software Engineering Associates, to produce 4th generation software platform for information technology development. They will utilize the Assistive Technology Efficacy Tool produced by Misericordia University in the round 1 funding cycle to serve as the foundation for their beta product.

**b) East Stroudsburg University: FD Software Network-centric Early Warning System (NEWS)**

**Description:** East Stroudsburg University, FD Software, and the Pocono Medical Center are producing a data collection process and a software platform that monitors and identifies anomalies in our healthcare system for the purpose of supporting homeland security.

**c) Wilkes University: Bio-Functional Nano-Coating**

**Description:** To produce bio-functional coatings for applications such as anti-bacterial fabrics, bio-sensors and photo-catalytic bio-chemical remediation. This project resulted in the creation of a university spin out, NanoSmart.

**d) Misericordia University: Novel Methods for Understanding Protein Loss through Protein Adsorption within Pharmaceutical Packaging**

**Description:** To coat the inside of pharmaceutical packaging with stable coatings that deter protein adsorption and maintain drug stability 2-3 year lifetime.

**3) Importance of Commercialization to the Community**

**9:10 am - 10:00am**

- Gerald Ephault** Regional Manager-Ben Franklin Technology Partners Northeast
- Thomas Wren** Director PA SBDC-The Wharton School/University of Pennsylvania-
- Dr. Robert Dillman** President, East Stroudsburg University

**12:00 pm-1:00pm**

**Speaker**  
**Alexander Orlando, DBA**  
Director of Sales  
Innocentive, Inc.

**1:00 pm - 2:00 pm**

**3)FLC Labs Focused Discussions on Targeted Technologies** This is one of three breakout/parallel sessions. The focus of this FLC session is to highlight the areas of technology development/tech transfer that are of interest to the agency/lab participating.

**USDA-The Agricultural Research Service** has an active technology transfer program, working with agrbut not limited to: animal production, crop production, food safety, nutrition, biotechnologies, and natural resources and sustainable agriculture systems.

Specific areas of interest to the Pennsylvania agricultural community will be highlighted that reflect the capacities to conduct research in bioenergy, food safety (pathogen detection and mitigation), and the commodities. development of advanced National Institutes of Health (NIH) is the world leader supporting the development of new technologies to improve the overall health of the public. The Technology Transfer and Development Offices across the NIH seek to collaborate, evaluate, protect, market, licenses, monitor, and manage the wide range of NIH and FDA discoveries, inventions, and other intellectual property as mandated by the Federal Technology Transfer Act and related legislation.

Several health related technologies will be presented during this session and will include nanotechnology, devices and small molecules useful in the diagnosis or treatment of several disease states such as osteoporosis, depression, Alzheimer's and cancer. Many of the technologies are ready for immediate transfer via licensing and some may require further co-development with the laboratories and programs of the NIH.

**USDOE-The U.S. Department of Energy's (USDOE) National Energy Technology Laboratory (NETL)** is researching cost-effective methods which involves all aspects of research, from computational modeling and simulations, to the synthesis of nano-sized catalysts and sensors, to providing materials or materials systems with improved performance characteristics. This research portfolio is targeted primarily to USDOE's Fossil Energy Program.

**2:05 pm - 3:05 pm**

**4)FLC Labs Focused Discussions on Targeted Technologies**

**NASA-Advanced Material Research at NETL**, from Computational Modeling and Simulation to Nano-Materials and High-Temperature Alloys and Refractories. NASA has 10 field centers across the country. Each field has its own technology development or operational responsibilities, capabilities, and center goals in support of the agency's overall mission objectives. The range of field center R & D includes but is not limited to life sciences in support of astronaut health and safety(including astronaut physiological monitoring telemedicine, closed environment system monitoring of air and water quality, etc.); spacecraft systems design and development ; energy storage and conversion; power and propulsion; robotics; sensor technology; advanced materials research and communication. The intent during the conference will be to provide a broad overview of some of these technology areas of interest to the Pennsylvania community and to encourage follow up on specific technology interests with NASA field center representatives.

2:05 pm - 3:05 pm

### 3) FLC Labs Focused Discussions on Targeted Technologies

**NIST-National Institute for Standards and Technologies**—"The measurements, standards, and technologies that are the essence of the work done by NIST's laboratories help U.S. industry and science to invent and manufacture superior products and to provide services reliably. NIST manages some of the world's most specialized measurement facilities including an unmatched and extraordinarily cost-effective NIST Center for Neutron Research user facility where cutting-edge research is done on new and improved materials, advanced fuel cells, and biotechnology. NIST's new Advanced Measurement Laboratory (AML) is the most technically advanced research facility of its kind in the world.

The AML's exquisite environmental control offers American researchers unparalleled opportunities for making the most sensitive and reliable measurements. That's increasingly important as new technologies become more complex and smaller and more dependent on the most accurate possible measurements in order to move from theory, proof of concept, and prototypes into products. NIST's Center for Nanoscale Science and Technology (CNST) is a new effort, within AML, that will bring together a multidisciplinary team from across NIST, industry, academia, and other government agencies to support all phases of nanotechnology development, from discovery to production. The CNST has a primary goal of enabling the manufacture of products incorporating nanotechnology."

**DOD-Department of Defense**-For 109 years, the Carderock Division has addressed the full spectrum of applied maritime science and technology, from the theoretical and conceptual beginnings, through design and acquisition, to implementation and follow-on engineering. We address literally all of the technical aspects of improving the performance of ships and marine craft, including the logistics systems that support them. In addition, we are uniquely chartered by Congress to support the nation's maritime industry. This charter provides a strong rationale for serving as the Navy's National Maritime Technical Information Center.

### 3) Private Commercialization/Industry Partnerships and Workforce Training

1:00 pm - 2:00 pm  
2:05 pm - 3:05 pm

Regional companies will share their technology success stories.

#### **Keystone Automation - Michael Duffy, President**

Keystone serves a wide range of customers from Fortune 500 companies to smaller system integrators in virtually every field requiring electronic control or machine vision. We specialize in such diverse industries as automotive, pharmaceutical, machine tool, medical hardware, packaging, and food processing. Although individual requirements vary greatly, our customers all have one thing in common: they rely on Keystone's experience and expertise to accurately analyze their needs and design solutions.

#### **JA Reinhardt Co, Inc. - Gary Reinhardt, President**

J.A. Reinhardt & Co., Inc. designs, engineers and manufactures highly sophisticated thermal and mechanical products such as avionics chassis, cold plates, complex electronic housings with integrated cold walls, heat exchangers and microwave antennas for the aerospace industry. J.A. Reinhardt & Co., Inc. is ISO 9001: 2000 and AS9100 registered.

### 3) Private Commercialization /Industry Partnerships and Workforce Training

1:00 pm - 2:00 pm  
2:05 pm - 3:05 pm

#### **Right Reason Technology - Thomas Schmitt**

For the past five years, Tom Schmitt has helped to build Right Reason Technologies (RRT) into a leader for web-based enterprise training solutions. RRT's award winning platform RightTrack™ has won praise across the education and corporate communities, resulting in the 2006 Northeast Pennsylvania Entrepreneur of the Year award.

#### **PA Workforce Investment Board - Dr. Robert G. Garraty, Ph. D.**

The Pennsylvania Workforce Investment Board (PA WIB) is Governor Rendell's principal private sector policy advisor on building a strong workforce development system that is aligned with state education policies and economic development goals. All of its members are appointed by the Governor and represent a diverse cross section of business executives, labor officials, education leaders, economic development practitioners and local elected officials. In addition, the cabinet secretaries of five state agencies as well as four members of the legislature serve on the board.

### 2) Keystone Innovation Zone (Part 2) – Impact on the Region

1:00 pm - 2:00 pm  
2:05 pm - 3:05 pm

#### 1) **East Stroudsburg University: Commercialization of the Northeast Wild life DNA Forensics Laboratory**

**Description:** To build and maintain a long-term collection of diverse animal species of DNA samples, to design patentable technology for forensic methods to collect and preserve sample material from animals directly in the field.

#### 2) **King's College/University of Scranton: Cellulosic Ethanol Production**

**Description:** King's College, University of Scranton in partnership with EthosGen, a Luzerne County KIZ company, will be identifying market opportunities and providing empirical data to the growth cycle and output of EthosGen's product.

#### 3) **East Stroudsburg University: Real Time Steganography Scanner**

**Description:** Scanner will monitor incoming and outgoing network traffic, preventing employee theft before it occurs. The scanner prevents employee downloads, allowing dishonest employees to pass company secrets over the internet, monitors and detects known fingerprints of artifacts and the signatures in carrier files.

#### 4) **University of Scranton: Validation of Species-specific Probe Sequences by Microarray Analysis**

**Description:** Rapid, sensitive and cost-effective system capable of detecting hundreds of potential biowarfare agents in a single sample. The University of Scranton partnered with Schott Nexterion on this project.

#### 5) **Misericordia University: Develop and market the ATET (Assistive Technology Efficacy Tool)**

**Description:** To explore and better assistive technologies by developing a new assessment instrument the ATET, this software application will have an ability to determine if a given technology actually provide the quality of life for which it was intended.

**Michael Battaglia , NASA's Innovative Partnership Program 3:15 pm - 3:35pm**

Mr. Battaglia works in NASA's Innovative Partnership Program Office at NASA Headquarters and was a former SBIR Program Manager and Selection Official. Currently, Mr. Battaglia focuses his efforts on improving the processes for infusing new technologies into NASA projects.

**Kelly Wylam, Innovation Partnership 3:35 pm - 4:05 pm**

Ms. Wylam will present an overview of the SBIR/STTR programs and participating Agencies, the Innovation Partnership; its Partners and Services; and accomplishments of the IPart since its inception.

**Wrap Up, Scribe Reports and Next Step 3:00 pm - 4:00 pm**

Each interactive session during the day will be staffed with a scribe collecting your valuable input. Your participation in these sessions will assist in developing an outline and report of the partnerships "next step" activities. All registered participants with a valid email address will receive a final report.

**4:30 pm - 6:00 pm  
PTAC COCKTAIL RECEPTION  
hors d'oeuvres**

*Speaker Bio's*



**Ken Okrepkie  
Vice-President  
Northeastern PA Technology Institute**

**PANEL FACILITATOR**

Ken Okrepkie a graduate of the University of Scranton, is the Vice-President Northeastern PA Technology Institute and coordinator for the Lackawanna and Luzerne County Keystone Innovation Zone (KIZ) Program. The KIZ program brought more than \$1.8M in tax credits to 14 early stage firms, returned \$415,000 in Starter Kits to the region's colleges and universities and generated a \$1.6M investment on technology transfer and commercialization projects. As part of the KIZ program, 103 interns logged more than 12,600 hours. Mr. Okrepkie was one of the authors of the \$15M Workforce Innovation and Regional Economic Development Grant received to support the Wall Street West Initiative.

Mr. Okrepkie is a member of the board of directors of Junior Achievement of Northeastern PA and Scranton Tomorrow, serves as the Vice-Chair of Allocations for the United Way of Lackawanna County's panel A-C, an advisor for SIFE at the University of Scranton, sits on the Penn State University Wilkes-Barre Participatory Planning Council and the Penn State University- Worthington Scranton Information Science Technology Advisory Committee, a judge for the FBLA regional competition, a lecturer for St. Ann's Media and Our Lady of the Snows and coaches his daughter's youth soccer and basketball teams.

He resides in Clarks Summit with his wife, Kim, and two daughters, Emily and Grace



Don Webster



**Christopher J. Haran  
CEO/President  
Northeastern Pennsylvania Technology Institute**

Christopher J. Haran has been the President & Chief Executive Officer of the Northeastern Pennsylvania Technology Institute (NPTI) since January 2003. Prior to joining NPTI, Mr. Haran spent nearly 25 years in various executive management positions in the application of information technology to the retail banking, book publishing and consulting services industries. He is also an adjunct professor at Marywood University's Graduate School of Business where he has taught Management Information Systems, Systems Design, Telecommunications, Electronic Commerce, and Transformational Leadership.

Mr. Haran holds a B.S. in Biology from the State University of New York at Stony Brook and an M.S. in Management Sciences from the W. Averill Harriman College for Management Sciences at the State University of New York. He has completed additional post-graduate studies in Management Information Systems at Harvard University.

Mr. Haran has been a board member of the Great Valley Technology Alliance since its inception, and currently serves as the Executive Director. He represents GVTA on the Pennsylvania Angel Network Board, and is a member of the Lackawanna County Council on Economic Development. He serves on the President's Advisory Board at Keystone College, on the Marywood University Business School Advisory Board, on the Penn State University Information Systems and Technology Advisory Board, on the College Misericordia Insalaco Center Visiting Committee, and on the Wilkes University Engineering School Industry Advisory Board. Mr. Haran serves on the Ben Franklin Technology Partners Northeast Pa. Advisory Board, on the Executive Board of the Center for Advancing Partnerships in Education (CAPE). He also serves on the Board of Directors of Junior Achievement of Northeastern Pennsylvania, the American Heart Association Board and is the President of the North Pocono Lions Club. He has served on the Board of Directors of the Greater Scranton Chamber of Commerce and served as Treasurer on the Board of Directors of Elmhurst Country Club. His is a member of the Pennstar Bank Business Advisory Board and continues to chair the High School Computer Contest.

Mr. Haran lives in Moscow with his wife Donna and their three children, Sabrina, Julie and Andrew.



**John Emond**

**Mid-Atlantic Region Coordinator, Federal Lab Consortium  
Innovative Partnerships Program, NASA Headquarters**

Mr. Emond received a B.A. in History from Clark University in 1974. His early career was in the social service field primarily engaged in youth work including service as a Vista Volunteer. He received a Master's in Public Administration from the University of Connecticut in 1982. Through their graduate program Mr. Emond was nominated and became a Presidential Management Intern at NASA/Goddard Space Flight Center, 1982-1984. He was a contract specialist at Goddard Space Flight Center from 1984-1987 when he joined NASA Headquarters Office of Commercial Programs in 1987 as a policy analyst. Since that time Mr. Emond has held positions as a senior policy analyst and program manager at NASA Headquarters. He is presently a collaboration program coordinator within the Innovative Partnerships Program office, NASA Headquarters, with a primary focus on fostering interagency collaboration in technology development and application. Mr. Emond is also the Federal Lab Consortium Mid-Atlantic Region Coordinator. The Federal Lab Consortium is a national organization chartered by Congress to foster the transfer of technology from federal research labs to the private sector and other organizations.

**Discussion Topics**

**Secure Ambulation Mode (S.A.M.):** A cabling system originally developed for use in robotics and sounding rocket operations, the Secure Ambulation Mode is a technology emerging from NASA Goddard Space Flight Center and licensed in 2003 to Enduro Medical Technologies, East Hartford, Connecticut. The company used the cable technology to modify it and develop a wheeled walker which relieves pressure on a patient's legs and is used in rehabilitative therapy for spinal cord injury and degenerative disease. A walker has been donated by Enduro Medical Technology to Walter Reed Army Medical Center to aid soldiers with spinal cord or traumatic brain injuries.

**Spacecraft Imaging Technology Adapted to Non-Invasive Medical Diagnostics:** Imaging technology designed at NASA Jet Propulsion Laboratory originally developed to interpret images taken from spacecraft missions, has been adapted for use in medical imaging. JPL and the University of California teamed to explore other technologies such as ultrasound imagery for a non-invasive diagnostic system to accurately predict heart health. Gary Thompson, a heart attack survivor (with a family history of heart disease but showing no symptoms himself until his attack), secured an exclusive license for the technology and started a company, Medical Technologies International. The company uses ultrasound images to noninvasively identify indicators of arterial disease.

**Voltage Controller Saves Energy, Prolongs Life of Motors:** A NASA engineer at Marshall Space Flight Center, Huntsville, Alabama, developed a concept in the late 1970's to electronically adjust voltage based on the motor's load. This technology was patented in 1984. Power Efficiency Corporation of Las Vegas licensed the NASA voltage controller technology in 1985 and has since made patented improvements to the technology, creating thousands of these devices.

**Steel and Concrete Structure Prevention of Corrosion:** NASA Kennedy Space Center's location along the Florida shoreline must contend with a challenging salty, corrosive environment. Facility structural damage can occur. This issue becomes more pronounced as buildings age. To counter the corrosive effects, NASA developed in the mid-1990's and electromigration technique to send corrosion-inhibiting ions into facility structures to prevent rust and corrosion.

KSC partnered with Florida's Technological Research and Development Authority and with Sutreat Holding LLC, Pittsburgh, Pennsylvania, a company that had developed a chemical approach to fight structural corrosion. The objective was to pair the company's chemical approach with NASA's electromigration techniques. Sutreat Holding has continued its collaboration with NASA, recently partnering with the agency to license new liquid galvanic coating technology.



**Thomas M. Stackhouse, Ph.D.**

**Assistant Director, Technology Transfer Center  
National Cancer Institute at Frederick**

Dr. Stackhouse is the current Assistant Director for the Technology Transfer Center at the National Cancer Institute-Frederick. In this position, Dr. Stackhouse oversees NCI-Frederick's partnering activities through NCI Collaboration Agreements and CRADAs and manages their intellectual property portfolio. The NCI-Frederick campus is composed of staff from both NCI and a system of contracts and is the only designated Federally Funded Research and Development Center (FFRDC) within DHHS. Dr. Stackhouse plays the lead role in establishing the IP parameters and guidelines for several key NCI initiatives which have been handled through the NCI-Frederick campus including: the Full-Length cDNA Initiative, The Chemical Genomics Initiative, the Proteomics Initiative and the NCI's Alliance for Nanotechnology in Cancer. Prior to joining the NCI-Technology Transfer staff in 1996, Dr. Stackhouse received his B.S. in Microbiology from the Pennsylvania State University and then joined a lab at PSU studying the mechanism of protein folding. Dr. Stackhouse then obtained his Ph.D. in Biochemistry from the University of California, Davis where studied the regulation of gene expression. After obtaining his Ph.D., Dr. Stackhouse was a Developmental Scientist for a major pharmaceutical company and was later part of an NCI-led research team of scientists who discovered the VHL tumor suppressor gene. Dr. Stackhouse received the National Institutes of Health Award of Merit for his outstanding management of the NCI-Frederick Technology Transfer office.

**SESSION DESCRIPTION**

**Velcade®**

Velcade® is an FDA approved treatment for refractory multiple myeloma. Multiple myeloma is the second most prevalent blood cancer after non-Hodgkin's lymphoma. It is a cancer of the plasma cell, an important part of the immune system that produces antibodies to help fight infection and disease. In addition, Velcade® is being clinically tested against ovarian, colon, pancreatic, lung, and prostate cancers, as well as leukemia and non-Hodgkin's lymphoma. Velcade® was developed under a series of CRADAs and licensing agreements and is currently distributed and marketed by Millennium Pharmaceuticals, Inc., of Cambridge, Mass.

**Nanotechnology Characterization Laboratory (NCL)**

Through a unique partnership between the NCI, FDA and NIST, the NCL provides infrastructure support to investigators from industry, academia and government organizations to overcome obstacles and translate nanotechnology into the clinic for cancer treatment, imaging and diagnosis. Since its inception 3 years ago, the NCL has developed several successful collaborations with non-profit and for-profit organization to develop their nanoparticles, using a specialized Material Transfer Agreement.



**Belinda Padilla**  
**Program Manager**  
**Development Office, Technology Transfer Division**  
**Los Alamos National Laboratory**

Ms. Padilla is currently the Program Manager of the Development Office within Los Alamos National Laboratory's Technology Transfer (TT) Division. Belinda's group is responsible for the Laboratory's entrepreneurial programs and stimulating the development of new businesses based on Laboratory technology and expertise, particularly in Northern New Mexico. Belinda and her staff also support the identification, packaging and marketing of technologies available for licensing or strategic collaborations.

Belinda has been at the Laboratory for 14 years, working with a broad range of LANL staff and within a wide variety of programs to facilitate technology commercialization. These offerings have included commercialization and entrepreneurship training, networking and education events, business consulting and technology maturation programs. Since 1997, Belinda and her team have supported over 600 clients and worked with over 84 new start-up companies in northern New Mexico.

One of Belinda's most well-known innovations is the establishment of an MBA internship program at LANL for mid-term MBAs interested in technology commercialization and entrepreneurship. Candidates are selected from both in-state universities and top-ten business schools such as Stanford and Harvard universities and Babson College. The program is well respected both regionally and nationally, giving participants the opportunity to work with a wide range of high-tech start-ups and access to a large number of LANL technologies for assessment. Many students from the program have returned to New Mexico as early career talent for regional start-ups and the Laboratory's TT division. Through this program, Belinda has successfully mentored 75 future business leaders.

Belinda has also spearheaded the creation and implementation of a number of LANL, Los Alamos National Security LLC, and state sponsored programs designed to stimulate regional economic development including Northern New Mexico Connect and its Springboard program, the Venture Acceleration Fund, and the New Mexico Small Business Assistance program, which provide technical assistance, critical feedback, and development help to small and start-up businesses. She also developed a Visiting Entrepreneur program at LANL and is currently recruiting for LANL's new, two-year Entrepreneurial Postdoc program that she has established within TT Division.

Belinda earned both a BBA Marketing and Executive MBA from the University of New Mexico. Prior to joining LANL in 1993, she gained over ten years of sales, marketing, and business development experience in private industry. Belinda is President of Coronado Ventures Forum (CVF), a board member of the National Society of Hispanic MBAs, has been recognized by the Santa Fe New Mexican and NM Business Weekly as one of New Mexico's top technology leaders, and received Distinguished Performance Awards from the Laboratory Director in 1996 and 1998.



**Gerald Ephault**  
**Regional Manager**  
**Ben Franklin Technology Partners of Northeastern Pennsylvania**

Gerald Ephault is the Regional Manager of the eight-county Pocono Northeast Region of the Ben Franklin Technology Partners of Northeastern Pennsylvania. He administers to a portfolio of client activities representing 300 projects and greater than \$18 million in BFTP funds and \$83 million in total project investments. Gerald received his Associate and Bachelor of Science from the University of Scranton, and his MBA (Industrial Management) from Marywood University. He is a past recipient of the Outstanding Adult Student in Higher Education Award, the 2005 Regionalism Award from the Northeastern Pennsylvania Alliance, and the 2005 Leader of the Year Award from Leadership Lackawanna. He and his wife, Darlene, reside in Bear Creek Township, Luzerne County.

The Ben Franklin Partnership is a state-funded economic development organization that links Pennsylvania companies with universities, funding, and other resources to help them prosper through innovation. The organization's strategy encompasses three key areas: developing early-stage, technology-oriented companies; helping established manufacturers creatively apply new technology and business practices; and promoting an innovative community-wide infrastructure that fosters a favorable business environment for high-growth companies. The northeastern center, which serves 19 counties in northeastern Pennsylvania, is located on the campus of Lehigh University with regional offices in Wilkes-Barre, Lewisburg, and Reading.



**Thomas Wren**  
**Director, Specialized Programs**  
**Pennsylvania Small Business Development Centers**  
**The Wharton School**  
**University of Pennsylvania**

Mr. Wren has been with the Pennsylvania SBDC for 11 years and currently serves as the Director of Specialized Programs for the Pennsylvania SBDC. Mr. Wren is responsible for the development, implementation and management of specialized consulting programs for the network of Pennsylvania SBDCs, which are located at 18 colleges and universities throughout Pennsylvania. This includes the International Business Assistance Program, Defense Economic Transition Assistance Program, and the Technology Commercialization Program. He is the past Chairman of the Innovation Partnership, a consortium of economic development organizations that provide technical and financial assistance to technology entrepreneurs seeking federally funded research and development projects. Mr. Wren is a member of the Association of Small Business Development Centers, Association of Government Marketing Assistance Specialists, the National Contract Management Association, the American Society for Quality, and the North American Small Business International Trade Educators.

Prior to his current position, Mr. Wren was the Director for the Pennsylvania SBDC Procurement Technical Assistance Program for Southeastern Pennsylvania. In this position he managed the Procurement Technical Assistance Program that delivers government marketing consulting services to 10 Southeastern Pennsylvania counties through Centers located at the Kutztown University, Lehigh University and Temple University.

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**Dr. Robert J. Dillman**  
**President**  
**East Stroudsburg University**

Dr. Robert J. Dillman was named the 12th president of East Stroudsburg University of Pennsylvania by the Board of Governors of the State System of Higher Education in January 1996. He began his duties at the university in July 1996, succeeding Dr. James E. Gilbert who had served as president from 1987 to 1996.

President Dillman previously served as president of Fairmont State College in Fairmont, West Virginia. At Fairmont, he spearheaded numerous improvements and modifications to academic and administrative programs and developed new initiatives to enhance the goals and mission of the institution. New programs and accomplishments at Fairmont included: enhancement of the General Education core requirements; new academic programs in nursing and aviation; a unique Aerospace Scholars Program associated with NASA, the Russian Space Center, and the West Virginia Department of Education; special education programs for NASA, the FBI, the West Virginia High Tech Consortium; and an Academic Advising Center. Dr. Dillman served at Bridgewater State College in Massachusetts as vice president for academic affairs for seven years and acting president for one year. At Bridgewater, he also served as acting dean of Graduate and Continuing Education, chairperson of the Earth Sciences and Geography Department, and acting chairperson of the Department of Management Science and Aviation Science.

President Dillman has held positions as state director of the Massachusetts Energy '80 Program and as director or associate director of seven major grants from the National Science Foundation, the U.S. Department of Education, and the U.S. Department of Energy.

He received his undergraduate degree from the State University of New York at New Paltz, his Master of Science degree in geography from Penn State University and the Doctor of Philosophy degree in geography from Clark University in Massachusetts. He has served as a member of the teaching faculty in geography at both Fairmont State College and at Bridgewater State College.

Dr. Dillman has demonstrated extraordinary leadership at East Stroudsburg University and has positioned the university as a key economic development force in Northeastern Pennsylvania:

During his tenure, ESU has become the first university in the U.S. to offer an undergraduate degree in computer security. At his direction, the university also established its award-winning Business Accelerator Program, which has joined the Ben Franklin Business Incubator Network and the University City Science Center's Port of Technology. President Dillman led the development of the new Center for Research and Economic Development that is a resource for technology-based entrepreneurs. He also is leading the establishment of a world-class Science and Technology Center that will emphasize computer security and biotechnology. An avid supporter of Ben Franklin Technology Partners, Dr. Dillman has championed Ben Franklin business infrastructure investments involving ESU, which total nearly \$3 million. President Dillman and his wife, Roseann, are the parents of four children: Deirdre Buckley, Siobhan Tarley, James, and John. They also have nine grandchildren. He is a native of Brooklyn, New York.

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**Alexander M Orlando, DBA**  
**Director of Sales**  
**Innocentive, Inc.**

Dr. Alexander M Orlando has over 15 years of experience in all aspects of Product Development at the national and international level including: product strategy, prototyping, design, implementation, testing, and deployment. Dr. Orlando has served the following industries: Innovative Research & Development, Advanced Security Systems, Video Analytics and Hi Tech for the commercial and government sector. He holds a Doctorate in International Business Management from University of Southern California an MBA and a Bachelor in Finance from University of Baltimore. Dr Orlando is a seasoned international traveler and is fluent in Italian, French, and Spanish. Prior to joining Innocentive Dr Orlando held senior level positions with Autonomy, Cisco, Clarity Analytics, and Finmeccanica Government Sector. He is a US Citizen residing in Maryland. Currently serves InnoCentive Inc. as Director of Government Sectors (US and International). Innocentive was founded in 2001 to connect companies, academic institutions, and non-profit organizations, all hungry for breakthrough innovation, with a global network of more than 125,000 of the world's brightest minds on the world's first Open Innovation Marketplace(tm). These creative thinkers -- engineers, scientists, inventors, and business people with expertise in life sciences, engineering, chemistry, math, computer science, and entrepreneurship -- join the InnoCentive Solver(tm) community to solve some of the world's toughest challenges. Seeker(tm) organizations post their challenges and offer registered Solvers significant financial awards for the best solutions.

Specialties: Physical Sciences, Engineering and Design, Chemistry, Math and Computer Science, Life Sciences, Business and Entrepreneurship.

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**Dr. Charles Taylor,**  
**Director of the Chemistry and Surface Science Division**  
**National Energy Technology Laboratory**

Presentation Title: "Advanced Material Research at NETL, from Computational Modeling and Simulation to Nano-Materials and High-Temperature Alloys and Refractories"

Dr. Taylor is the Director of the Chemistry and Surface Science Division in the Office of Research and Development at the National Energy Technology Laboratory. The CSS Division conducts exploratory and applied research in the areas of chemistry, surface science, catalysis and hydrogen production and storage, and investigates theoretical and fundamental phenomena. He earned a Ph.D. from Duquesne University in Organic Chemistry in 1985. He has been employed at NETL since 1985. He has over seventy publications, six U.S. Patents, and hundreds of presentations. He is the current Chair-Elect of the American Chemical Society's Division of Fuel Chemistry.

#### SESSION DESCRIPTION

The U.S. Department of Energy's (USDOE) National Energy Technology Laboratory (NETL) is researching cost-effective methods which involves all aspects of research, from computational modeling and simulations, to the synthesis of nano-sized catalysts and sensors, to providing materials or materials systems with improved performance characteristics. This research portfolio is targeted primarily to USDOE's Fossil Energy Program.

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**Dr. Richard J. Brenner**  
**Assistant Administrator**  
**Office of Technology Transfer**  
**USDA-ARS, Beltsville, MD**

Dr. Rick Brenner was named the Assistant Administrator in ARS for Technology Transfer in October 2004. In this capacity, he represents the Secretary of Agriculture on issues pertaining to management of intellectual property arising from USDA research, and has the delegated authority for licensing inventions developed through intramural research in any of the USDA agencies. He is a member of AUTM, the Agency Representative to the Federal Laboratory Consortium for Technology Transfer, and the Interagency Working Group for Technology Transfer convened monthly by the Department of Commerce Office of Technology Policy. The Office of Technology Transfer consists of 42 professionals in technology transfer covering patenting, licensing, marketing of ARS technologies and ARS research capacities, and Technology Transfer Coordinators who establish Cooperative Research and Development Agreements (CRADAs) with private sector companies.

Prior to this position, Dr. Brenner served as the Deputy Assistant Administrator for the Office of Technology Transfer (OTT), USDA-ARS, from August 2001, where he managed much of the daily operations on CRADAs, patents, and licensing. From 1984, Dr. Brenner served as a Research Entomologist and later as a Research Leader for ARS in Gainesville, Florida, following a 2-year research assignment in Chiapas, Mexico. Career awards include Outstanding Senior Scientist, USDA Award for Superior Service, ARS Technology Transfer Awards, an FLC Technology Transfer Award, and the "Pollution Prevention Project of the Year," award in 1999 under the Strategic Environmental Research and Development Program, jointly awarded by the Department of Defense, Department of Energy, and the EPA.

Rick has a Ph.D. in medical entomology from Cornell University, and 2 degrees from the University of Illinois. He, his wife Joann, and their two sons, Drew and Joey, live in Severna Park, MD near Annapolis.

#### **SESSION DESCRIPTION**

The Agricultural Research Service has an active technology transfer program, working with agriculture interests across the country in areas including but not limited to: animal production, crop production, food safety, nutrition, biotechnologies, and natural resources and sustainable agriculture systems. Specific areas of interest to the Pennsylvania agricultural community will be highlighted that reflect the capacities to conduct research in bioenergy, food safety (pathogen detection and mitigation, and the development of advanced materials from biobased polymers derived from agriculture commodities.

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**Mike Duffy**  
**CEO**  
**Keystone Automation, Inc.**

Michael Duffy is the CEO of Keystone Automation, Inc. He is a service disabled Navy Veteran. He is a graduate of Penn State University with a degree in Electrical Engineering Technology. He founded Keystone Automation in 1999 to provide specialized automated equipment to industrial clients. He lives in Scranton with his wife Melissa of 20 years and daughter Allison. His hobbies are golf and riding his motorcycle. His passion is developing unique equipment and inventing.

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**Gary Reinhardt, President/CEO**  
**J.A Reinhardt & Co., Inc.**  
**Spruce Cabin Road**  
**Mountainhome, Pa 18342**

Gary Reinhardt is the President and CEO of J.A. Reinhardt & Co., Inc. located in Monroe County. The Reinhardt Company designs and manufactures avionics chassis and thermal management systems for complex electronics used in high performance aircraft and other aerospace products. The sixty year-old company employs over 150 people and its customers include Lockheed Martin, Boeing, Northrop Grumman, Israeli Aircraft Industries and Raytheon. The firm has received numerous awards for its engineering and manufacturing support of major defense programs and is ISO9001:2000 and AS9100 certified.

Gary Reinhardt joined the family firm in 1989 after a ten-year legal career, which included serving as a Deputy District Attorney in Dauphin County and Chief Deputy Attorney General under former Pennsylvania Attorney General LeRoy Zimmerman. Reinhardt succeeded the company's founder, John A. Reinhardt, as president in 1995. He served as Vice Chairman of the Pocono Medical Center Board and is presently Chairman of the NEPIRC Board of Directors. He lives with his wife and son near Stroudsburg, Pa.

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**Robert G. Garraty Ph.D.**  
**Executive Director**  
**Pennsylvania Workforce Investment Board**

Dr. Garraty's work experience consists of over 35 years in workforce and economic development including stints at the PA Department of Labor and Industry (18 years), a statewide economic development agency (8 years), Penn State University (3 years), owner of a business (6 years) and a non-profit workforce development agency (2 years).

Some of Dr. Garraty's past jobs include Employment Interview and Employment Counselor in West and North Philadelphia, Head of Statewide Placement and Counseling for the Employment Service, Regional Director in Erie, Pennsylvania for the Employment Service, Executive Director of the labor-management economic development agency called the PA MILRITE Council and Senior Research Associate at the Penn State Institute of State and Regional Affairs. He also was President and CEO of the consulting firm Garraty Workforce Investment and Executive Director of the South Central Workforce Investment Board.

He obtained a Doctor of Philosophy in Public Administration from Penn State University in May of 2003. He has an undergraduate degree in History and a Master's Degree in Public Administration.

He is originally from the Philadelphia area; born and raised in Merion. His wife and two children moved to Hummelstown in 1976. His daughter now lives in Austin, Texas with his son-in-law and two grandkids, Max and Clara. His son lives in Philadelphia. His wife recently retired as the Director of Volunteers at the Hershey Medical Center.



**Thomas Schmitt**  
**Right Reason Technologies**  
**East Stroudsburg, Pa**

A graduate of the United States Naval Academy and former Naval Officer, Tom is partner and co-founder of Right Reason Technologies. Under his guidance, Right Reason has received numerous awards and accolades, including the 2006 Northeaster PA Entrepreneur of the Year award for excellence in eLearning and technology based training solutions. Tom holds a Masters of Science degree in Management from Salve Regina University and graduated with distinction from the Naval War College in Newport Rhode Island. He has been published in numerous leadership and human resource magazines and is asked to present on leadership and entrepreneurship throughout the country.

**NIST REP**

**SESSION DESCRIPTION**

“The measurements, standards, and technologies that are the essence of the work done by NIST’s laboratories help U.S. industry and science to invent and manufacture superior products and to provide services reliably. NIST manages some of the world’s most specialized measurement facilities—including an unmatched and extraordinarily cost-effective NIST Center for Neutron Research user facility where cutting-edge research is done on new and improved materials, advanced fuel cells, and biotechnology. NIST’s new Advanced Measurement Laboratory (AML) is the most technically advanced research facility of its kind in the world.

The AML’s exquisite environmental control offers American researchers unparalleled opportunities for making the most sensitive and reliable measurements. That’s increasingly important as new technologies become more complex and smaller—and more dependent on the most accurate possible measurements in order to move from theory, proof of concept, and prototypes into products. NIST’s Center for Nanoscale Science and Technology (CNST) is a new effort, within the AML, that will bring together a multidisciplinary team from across NIST, industry, academia, and other government agencies to support all phases of nanotechnology development, from discovery to production. The CNST has a primary goal of enabling the manufacture of products incorporating nanotechnology.”



**James Burns**  
**Project Engineer**  
**Naval Surface Warfare Center Carderock Division - Philadelphia**

Project engineer involved in the implementation of the technology transfer/development program at NSWCCD-Phila.

**SESSION DESCRIPTION**

Areas of effort include the development of Cooperative Research and Development Agreements, fostering joint research initiatives, and determining technology application concepts for ship systems. This includes working with regional universities for the development of research initiatives that address naval ship system requirements.



**Michael Battaglia**  
**NASA’s Innovative Partnership Program**

Previously, Mr. Battaglia worked on NASA’s Space Station Freedom Program as it’s Supportability Manager. In this capacity he managed Space Station Freedom risk assessment, reliability, maintainability and supportability engineering, quality engineering and design commonality with other NASA programs.

Mr. Battaglia also served under N.Y. Congressman Sherwood Boehlert, as personal staff, focusing on economic development in the Congressman’s district. In this capacity, Mr. Battaglia, promoted the establishment of an Advanced Vehicle Technology Center at the former Griffiss AFB for conducting research and development on advanced technology and alternative fuel vehicles.

Prior to Mr. Battaglia’s work at NASA, he initiated and managed a major R&D program on an innovative weapon system embedded diagnostic system design funded by the Office of the Secretary of Defense. He coordinated the development of three DoD Military Standards for use in weapon system acquisitions; served as the systems engineer for the design, development, test and evaluation and shipboard integration of the Navy’s PHALANX weapon system; and while in industry, served as test and evaluation engineer and group leader at RCA for weapon system integration testing of Japanese Guided Missile Destroyer, DDG - 2308.





**Kelly Wylam**  
**Innovation Partnership**

Ms. Wylam has extensive experience with a variety of businesses and economic development programs and organizations in her current and previous employment capacities. In her current position as Ben Franklin Technology Partners, Program Manager, Ms. Wylam oversees the Innovation Partnership (IPart) and provides assistance to clients and support to the IPart's network of TBED consultants throughout the state. In her previous capacity with DCED's Technology Investment Office (TIO), Ms. Wylam was in charge of the Commonwealth's Pennsylvania Initiative for Nanotechnology (PIN), provided oversight for the BFTDA's University Grant Funding and Keystone Innovation Starter Kit (KISK) programs, and worked with technology-oriented businesses seeking funding through the TIO. Prior to her work in the TIO she was Special Assistant to the Deputy Secretary for Business Financing and performed numerous program and project management duties assisting companies to receive funding through the Pennsylvania Economic Development Financing Authority (PEDFA) and other appropriate DCED business financing programs. Ms. Wylam has a BS in Public Relations/Communications from Millersville University and an MA in Government from Lehigh University.

	31	30	29	28	27	26
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1. J A Reinhardt Co, Inc.
2. Gentex
3. Keystone Automation
4. Right Reason Technologies
5. KIZ Participant **East Stroudsburg University**
6. KIZ Participant **King's College/ University of Scranton**
7. KIZ Participant **East Stroudsburg University**
8. KIZ Participant **University of Scranton**
9. KIZ Participant **Misericordia University**
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- 12.
13. **\*\*\*This Listing does not Represent Actual Booth Assignments**
- 14.
- 15.
- 16.
- 17.
18. Schaedler Yesco
19. Pennsylvania Department of Treasury
- 20.
- 21.
- 22.
23. Tobyhanna Army Depot
24. Manufacturers and Employers Association
25. PENNTAP
26. NEPIRC
27. PA SBDC, **Wilkes University, The University of Scranton, The Wharton School, University of Pennsylvania**
28. Ben Franklin Technology Partners
29. Northeast Pennsylvania Technology Institute
30. Federal Lab Consortium
31. Northeastern Pennsylvania Alliance

**DRAFT**

**Friday March 28, 2008**  
*Government Business Expo Agenda*

8:00 am - 9:00 am Exhibitor Set-up Registration

8:30 am - 9:00 am Continental Breakfast

9:00 am - 9:10 am Welcome - Introductions

9:15 am - 9:45 am **Booth Crawl**

9:45 am - 10:30 am

Frank W. Zardecki, Deputy Commander  
Tobyhanna Army Depot

10:45 am - 11:45 am **Info Access Sessions  
(Part 1)**

1) **"A Contractor's Guide to Bonding"**  
Mathew J. Alferio, CPCU, CLU, AFSB, ARM, President, A.J. Lupas  
Insurance Agency, Inc./First Insurance Center  
\*\*\*Attendees will receive a free Guide)

2) **"Doing Business with the Commonwealth of Pennsylvania"**  
Curtis Burwell, Business Enterprise Analyst  
**PA Department of General Services**  
Bureau of Minority and Women Business Opportunities

**Registrations for Government Vendors**

- a. DGS Vendor Registration
- b. DGS E-Alerts

3) **"PA State Contract Information - The Key to Doing Business with State Agencies"**  
Thomas O'Donnell, Outreach Field Rep., PA Department of Treasury  
Bureau of Contracts and Public Records

4) **"Selling to Defense Logistics Agency"**  
Eleanor Holland, Director, Small Business Programs  
Defense Supply Center Columbus

11:30 am-11:45 am

**Free-Network with Vendors  
Booth Crawl**

12:00 pm - 1:00 pm LUNCH

**LUNCHEON SPEAKER**  
**The Honorable Christopher Carney**  
**United States Congress**

1:10 pm - 2:00 pm **Info Access (Part 2)**

1) **"Commonwealth of Pennsylvania Certifications"**  
Curtis Burwell, Business Enterprise Analyst  
**PA Department of General Services**

- a. DGS WBE/MBE Certification Program

2) **"Federal Certifications and Registrations for Government Vendors "**  
**David Kern, Contract Specialist**  
Department of **Veteran's Affairs**  
a. Registering in VetBiz.gov & Selling To The VA  
**David Dickson, District Director**  
**US Small Business Administration**

- a. Registering in the Central Contractor Database
- b. HUBZone Certification
- c. SBA Section 8(a) Program Certification

3) **Roundtable Discussion with**  
Alexander Orlando (DBA)  
Director of Sales Innocentive

4) **"Selling to Defense Logistics Agency"**  
Eleanor Holland, Director, Small Business Programs  
Defense Supply Center Columbus

2:00 pm - 2:30 pm **Booth Crawl**

**Friday March 28, 2008**  
**Government Business Expo**  
**Speakers/Sessions Descriptions**

Frank W. Zardecki,  
 Deputy Commander  
 Tobyhanna Army Depot

9:45 am - 10:30 am

**1) "A Contractor's Guide to Bonding"**

10:45 am - 11:45 am

Mathew J. Alferio, CPCU, CLU, AFSB, ARM, President A.J. Lupas Insurance Agency, Inc./First Insurance Center

\*\*\*Attendees will receive a free guide explaining the types of bonding available and how to qualify for bonding, financial reporting requirements, procedures and problems to watch out for.)

**2) "Doing Business with the Commonwealth of Pennsylvania"**

10:45 am - 11:45

am

Curtis Burwell, Business Enterprise Analyst  
 PA Department of General Services

Bureau of Minority and Women Business Opportunities

*Is the state buying the products or services I am selling? How can I participate in state contracting? Learn what steps to take!*

**3) "PA State Contract Information - The Key to Doing Business with State Agencies"**

10:45 am

- 11:45 am

Thomas O'Donnell, Outreach Field Rep., PA Department of Treasury  
 Bureau of Contracts and Public Records

*Learn what agency is buying your product or service. Who has the contract? How much was the contract awarded for and how long? Learn about the other services that the Treasury Department provides.*

**4) "Selling to Defense Logistics Agency"**

10:45 am - 11:45 am

1:10 pm - 2:00 pm

Eleanor Holland, Director,  
 Small Business Programs  
 Defense Supply Center Columbus

12:00 pm-1:00 pm

**The Honorable Christopher Carney**  
**United States Congressman**  
**See Bio (page 18)**

**1) "Commonwealth of Pennsylvania Certifications" 1:10 pm - 2:00 pm**

Curtis Burwell, Business Enterprise Analyst

**PA Department of General Services, Bureau of Minority and Women Business Opportunities**

a. DGS WBE/MBE Certification Program

Learn:

- About the State's Certification requirement.
- How your certification application is evaluated.
- How certification can benefit you.

**2) "Federal Certifications and Registrations for Government Vendors" 1:10 pm - 2:00 pm**

**David Kern, Contract Specialist**

**Department of Veteran's Affairs**

a. Registering in VetBiz.gov & Selling To The VA - A database for veterans and service disabled veterans desiring to do business with the federal government.

**David Dickson, District Director**

**US Small Business Administration**

a. Registering in the Central Contractor Database-Primary database for doing government business.

b. HUBZone Certification-A federal contracting preference program.

c. SBA Section 8(a) Program Certification-Socially and Economically Disadvantaged Program.

**3) Roundtable Discussion with 1:10 pm - 2:00 pm**

Alexander Orlando (DBA)

Director of Sales Innocentive

**4) "Selling to Defense Logistics Agency" 10:45 am - 11:45 am**

1:10 pm - 2:00 pm

Eleanor Holland, Director, Small Business Programs  
 Defense Supply Center Columbus

# The Honorable Christopher P. Carney

## United States Congressman

Christopher P. "Chris" Carney (born March 2, 1959) is a professor and Congressman of the United States House of Representatives, representing the 10th Congressional District of Pennsylvania. He is the first Democrat to represent the district since January 1961. The district, located in Northeastern Pennsylvania, includes Lackawanna and Luzerne Counties outside of Scranton and Wilkes-Barre as well as all or most of Bradford, Lycoming, Montour, Northumberland, Pike, Union, Snyder, Sullivan, Susquehanna, Wayne and Wyoming Counties.

Carney is also an associate professor of political science at Penn State Worthington-Scranton, where he has taught since 1992.

Carney got his bachelor's degree from Cornell College in Mt. Vernon, Iowa, received his masters from the University of Wyoming, and completed his Ph.D in political science at the University of Nebraska-Lincoln.

He lives with his wife, Jennifer, and their five children in Dimock Township in Susquehanna County.

Carney serves on the Transportation and Infrastructure and Homeland Security Committees. In January 2007, Carney was named Chairman of the Homeland Security Subcommittee on Management, Investigations, and Oversight, a surprising achievement for a freshman Congressman. Carney also serves on the Transportation and Infrastructure Highways and Transit Subcommittee and he was named Vice Chairman of the Economic Development, Public Buildings and Emergency Management Subcommittee.



# FRANK W. ZARDECKI

## Deputy Commander

### Tobyhanna Army Depot



Mr. Frank Zardecki has served as the Deputy Commander since 1990 to the Commanding Officer of Tobyhanna Army Depot, a 5,000 plus employee organization performing diversified maintenance, administrative and related support missions.

In this position, Mr. Zardecki participates fully in the overall administration and operation of the entire depot. He provides professional guidance and assistance on all matters pertaining to depot missions, operating goals, and determination of depot resource requirements in terms of funds, facilities and personnel. He reviews and evaluates the effectiveness and efficiency of all depot missions. He also identifies and resolves critical operating problems, and determines and directs special studies and management improvement reviews.

He is a veteran of the U.S. Air Force and began his depot career in 1966 as an electronics-mechanic helper. Since 1972, he has held a wide variety of management positions, beginning as a first-line supervisor in the Avionics Branch. Mr. Zardecki was the depot's first Force Modernization Officer. He served as Chief, Production Engineering Division, based on his experience, technical ability and managerial skills.

Mr. Zardecki attended Wilkes College and the University of Scranton completing courses in business administration. He also has completed many Air Force and Army electronics and other technical training courses. In addition, he has attended numerous government sponsored courses in the field of management. He is a 1995 Graduate of the Senior Executive Fellowship Program, JFK School of Government, Harvard University.

Throughout his career, Mr. Zardecki has been selected to serve on numerous Department of the Army and Department of Defense special studies on military logistics. He is recognized as a leader in the area of Depot Maintenance, Labor relations and Interservicing. He was responsible for the transfer of the Air Force Ground Communications Electronics workload to the Army as a result of BRAC 95.

The Decoration for Exceptional Civilian Service, Meritorious Civilian Service, Superior Civilian Service, Commander's Award and numerous performance and special service





**Curtis Burwell,**  
**Business Enterprise Analyst**  
**Bureau of Minority and Women Opportunities**

After a distinguished military career in the Army, where he served as an equal opportunity representative and a training officer, Burwell completed his BS degree at St. Thomas Aquinas College and his Master of Social Work degree at Temple University. He is involved in the development and presentation of outreach and training programs intended to enhance state contracting opportunity for minority-owned and women-owned businesses.



**David C. Dickson,**  
**District Director**  
**Small Business Administration, Philadelphia District Office**

David C. Dickson, a native of Youngstown, Ohio, is serving as the District Director for the Philadelphia District Office of the Small Business Administration. As District Director, Dickson is responsible for the delivery and management of the Agency's financial and business development programs throughout the eastern 40 counties of Pennsylvania.

For 4½ years prior to his permanent appointment in January 2006, Dickson was the Plant Manager for Stanley LaBounty, in Two Harbors, Minnesota; a major part of The Stanley Works' Hydraulic Division. In that position he was responsible for the management and all operations for the manufacture and distribution of hydraulic excavator attachments (shears, universal processors, concrete pulverizers, and grapples) for the scrap, demolition, and general contractor markets.

Prior to Stanley, Dickson spent 3½ years as the Plant Manager for Cirrus Design Corporation in Grand Forks, North Dakota, The Grand Forks plant manufactured high-tech composite airplane parts (wings, horizontal stabilizers, fuselages, bulkheads, etc) for the SR20, the first airplane in history to have a certified aircraft parachute recovery system. Earlier in his career, he was the Assistant General Manager for a Teleflex Inc plant in California, a Program Manager for an electro-optics defense manufacturer in Florida, and an Associate Pastor in a Baptist church in Wichita, Kansas.

In 1975, he graduated as an Industrial Engineer from Youngstown State University in Ohio, after which he served honorably for over 11 years as an officer in the United States Army. While in the Army, Dickson earned his Masters of Business Administration from Florida Institute of Technology and attended the Defense Systems Management College in Ft. Belvoir, Virginia.

Dickson has worked as a volunteer in several Chambers of Commerce and a Star City Commission, being especially active in workforce and economic development initiatives. He has held positions on four charitable Board of Directors; to include the Minnesota Chapter of the March of Dimes.

He has been married for over 31 years to his high school sweetheart, the former Barbara Rickert of Youngstown, Ohio. They have 3 daughters and seven grandchildren in North Dakota and Kansas.



**Matthew J. Alferio, CPCU, CLU, AFSB, ARM**  
**Insurance Broker/President**  
**A.J. Lupas Insurance Agency/First Insurance Center, Inc.**

Matthew J. Alferio, an independent insurance broker and is the President of A. J. Lupas Insurance Agency / First Insurance Center, Inc., located in Plains.

Over a period of 40 years, Mr. Alferio has attained many accreditations and designations pertaining to the insurance and the surety industry, including: CPCU (Chartered Property and Casualty Underwriter), ARM (Associate in Risk Management), CLU (Chartered Life Underwriter), and AFSB (Associate in Fidelity and Surety Bonding) designations. He holds an insurance licenses in multiple states, a Pennsylvania Surplus Lines license, and NASD Series 6 license.

He has instructed various bond seminars and insurance courses. He authored "Bond Aid – A Contractor's Guide to Bonding" and is recognized for his expertise in managing surety bond programs for construction and manufacturing companies of all sizes throughout Pennsylvania and surrounding states.

He has served as president of various civic groups including: Wilkes-Barre East Rotary, North Pocono Lions, Wilkes Barre Chapter of UNICO, and board member of various non profits including United Rehabilitation Services, Wilkes Barre.

**1) "A Contractor's Guide to Bonding" 10:45 am - 11:45 am**

Mathew J. Alferio, CPCU, CLU, AFSB, ARM, President A.J. Lupas Insurance Agency, Inc./First Insurance Center

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Discussion: SURETY BONDING FOR CONTRACTORS

During this hour-long workshop, we will discuss:

- Surety bonds in construction and manufacturing.
- Securing surety bonding.
- Overcoming road blocks in securing a bond line.
- Increasing your bond line.
- Understanding surety company requirements; i.e., financial statements, working capital analysis, equity, and other performance ratios.
- Attracting and retaining a surety company.
- Why it is sometimes difficult to be bonded.
- Why do surety companies say no?

\*\* (Attendees will receive a free guide explaining the types of bonding available and how to qualify for bonding, financial reporting requirements, procedures and problems to watch out for.)

Join our seminar and receive a free copy of :

**Matt Alferio's ,**  
**" 4th Edition of Bond Aid – A Contractor's Guide to Bonding."**



**David Kern**  
**Contract Specialist**  
**VA Medical Center, Wilkes Barre**

David Kern is currently training as a Contract Specialist at the VA Medical Center in Wilkes-Barre. His duties include performing market research for upcoming acquisitions, composing and publishing notices in FedBusOpps, creating solicitation documents and identifying potential suppliers.

His duties also include serving as a Small Business Specialist for the VISN 4 region. In this capacity, he counsels small businesses about selling to the VA. He disseminates company information among the Logistics Network in VISN 4 and represents the VA at small business functions.

Prior to coming to the VA, Mr. Kern worked as manager of the Procurement Technical Assistance Center (PTAC) at the Northeastern PA Alliance. He worked exclusively with small businesses, teaching them how to sell to the government. He provided assistance with completing and submitting bid proposals. He also put together informative seminar and workshops, including the PTAC Expo.



**Thomas O'Donnell**  
**Bureau of Contracts and Public Records**  
**Pennsylvania State Treasury Department**

Thomas O'Donnell is a graduate of William Allen High School, Northampton Area Community College and Temple University. He also attended Delaware Law School of Widener College.

For the last 15 years, Mr. O'Donnell has been employed with the Pennsylvania State Treasury Department working in the Bureau of Fiscal Review, Bureau of Unclaimed Property and presently with the Bureau of Contracts and Public Records. Prior to joining the Pennsylvania State Treasury Department, he was employed for 10 years with PennDOT Engineering District 5-0, Allentown and 14 years with the Pennsylvania Auditor General's Department, auditing hospitals and nursing homes.

Mr. O'Donnell is a Certified Fraud Examiner and qualified to take the CPA Exam in Pennsylvania. He is married to Elenore and they have a son, Army Airborne Major Martin O'Donnell and his wife, Sara.

**SESSION DESCRIPTION**

**Pennsylvania Treasury's Bureau of Contracts and Public Records** is the repository for all state contracts valued over \$5,000. The Bureau was created to assist entrepreneurs in their efforts to increase their business with the Commonwealth of Pennsylvania. We provide entrepreneurs with a listing of state contracts within their areas of expertise. That listing generally lists the contract number, contract start date, the name of the present contract holder, the value of the contract, termination date, description of project, and other specifics. After perusing the list, entrepreneurs can request specific contracts relative to their business, which can assist entrepreneurs to obtain state contracts for themselves. In addition to the state contract listing, we offer our Business Resource Guide (a listing of business-related government sites), a listing of procurement officers for the Commonwealth, and MBE/WBE Referral Information. All of our services, except for document copying, are without charge.



**Eleanor Holland**  
**Director,**  
**Office of Small Business Programs Defense Supply Center Columbus (DSCC)**

Eleanor Holland has served as the Director of the Office of Small Business Programs at Defense Supply Center Columbus (DSCC) since 2003. DSCC is DoD's Supply Chain Manager for the consumable parts used on Land and Maritime Weapon Systems. This includes over 2 million items for vehicles, guns, ships, missiles and electronic spare parts. DSCC award contracts annually in excess of \$3 billion with more than 60% going to small businesses.

Ms. Holland has held a number of other positions at DSCC and elsewhere in the Defense Logistics Agency during her 26 year career. She managed several DSCC Long Term Contracting Teams from 1999 to 2003. Prior to that, she was DSCC's Chief for Procurement Policy from 1997 to 1999. Ms Holland was a Procurement Analyst in Procurement Systems Office at headquarters DLA in Ft. Belvoir, VA from 1994 to 1997. Before transferring to DLA headquarters, she held a number of contracting positions at Defense Electronics Supply Center, formerly in Dayton, OH.

Ms. Holland earned a Bachelor of Science degree in Business Administration from Wright State University in Dayton, OH and a Master Degree in Logistics Management from the Air Force Institute of Technology in Dayton.

**Defense Supply Center Columbus (DSCC)** purchases the spare parts for the Land and Maritime Weapon Systems for the Department of Defense. DSCC manages over 2 million different items and awards over \$3B annually. Over 60% of those dollars are awarded to small businesses. DSCC's typical contractor is a small to mid-sized machine shop or fabricator capable of producing parts such as vehicles parts, valves, hoses, fittings, pumps, engine components and accessories, tire accessories and wheel components, gun parts, ship parts, etc. DSCC's home page can be located at [www.dsccl.dla.mil](http://www.dsccl.dla.mil) and opportunities can be found on the DLA Internet Bid Board at <https://www.dibbs.bsm.dla.mil/>

It has long been the policy of the federal government to ensure the full use of the nation's investment in research and development (R&D) by actively supporting and encouraging the transfer of technology developed in federal laboratories to state and local governments and the private sector. To this end, the Federal Laboratory Consortium for Technology Transfer (FLC) was established and tasked by federal legislation to assist and encourage state and local governments and regional organizations, such as small business development centers and Chambers of Commerce, to participate in-and benefit from-the technology transfer process with federal laboratories.

It is my desire and the goal of the this forum to begin dialogs with the state and local government organizations and regional businesses to develop an awareness of the tremendous benefits that are available to them and their regions through technology transfer partnerships with federal laboratories. And I want to emphasize that the Federal laboratories that might be the best fit do not have to be located in your immediate region, or even in the mid-Atlantic area, but can be from anywhere in the United States. There are numerous partnerships which have resulted in successful collaborations to stimulate local economic growth in such areas as education, the environment, health, crime, energy, and many others. It is the mission of the FLC to bring to your region economic benefits, improved quality of life, and a safer future for your citizens as well as the entire nation.

I also want to emphasize this seminar is meant to be more than a one-time event. It is meant to be the start of an ongoing collaboration with the Federal Laboratory Consortium Mid-Atlantic Region and organizations and businesses in northeastern Pennsylvania. We are excited about this seminar and look forward to future collaboration with participants from the seminar.

John Emond  
Coordinator, Mid-Atlantic Region  
Federal Laboratory Consortium for Technology Transfer

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2	<ol style="list-style-type: none"> <li>5. Pennsylvania State University - Mid-Atlantic Region</li> <li>6. NEPIRC</li> <li>7. PENNTAP</li> <li>8. Northeastern Pennsylvania Alliance</li> <li>9. Ben Franklin Technology Partners - Pocono Northeast Region</li> </ol>	24
3	<ol style="list-style-type: none"> <li>10. Northeast Pennsylvania Technology Institute</li> <li>11. Manufacturers and Employers Association</li> <li>12. Defense Supply Center Columbus</li> </ol>	23
4	<ol style="list-style-type: none"> <li>13. Defense Electronics Supply Center</li> <li>14. NAVY Inventory Control Point</li> <li>15. A.J. Lupas Insurance, First Insurance Center</li> <li>16. Schaedler Yesco</li> </ol>	22
5	<ol style="list-style-type: none"> <li>17. Gallagher &amp; Gallagher</li> <li>18. General Dynamics</li> <li>19. Lockheed Martin</li> <li>20. SEDA-COG, NTRPDC</li> </ol>	21
6	<ol style="list-style-type: none"> <li>21.</li> <li>22.</li> <li>23. Tobyhanna Army Depot</li> <li>24. Gentex</li> <li>25. Small Business Administration</li> </ol>	20
7	<ol style="list-style-type: none"> <li>26. PA Department of Treasury, Bureau of Contracts</li> <li>27. PA Department of Treasury, Bureau of Unclaimed Freight and Public Records</li> <li>28. PA Department of Treasury, nowU (529 College Savings Program)</li> </ol>	19
8	<ol style="list-style-type: none"> <li>29. PA SBDC, Wilkes University, The University of Scranton, The Wharton School, University of Pennsylvania</li> </ol>	18
9	<ol style="list-style-type: none"> <li>30.</li> <li>31.</li> </ol>	17

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This listing does not represent all actual booth assignments