

## About UTRF

The UTRF Office of Technology Transfer moves inventions from the lab to the market, turns ideas into products, creates new industry partnerships and starts new companies that grow new jobs.

## UTRF Interns Learn Valuable Skills While Aiding Technology Transfer at UT



UTRF 2012-2013 interns CeCe Ging and Stephanie Prager.

Discovery is one of the most important activities at a research university, and taking new technology from the laboratory to everyday use that improves lives is part of the mission of land-grant institutions like the University of Tennessee, Knoxville.

Law students CeCe Ging and Stephanie Prager are enhancing

their education at UT Knoxville by being part of the discovery process. They have spent a year learning about and helping in technology transfer as interns at the UT Research Foundation (UTRF). The internship program is open to all graduate students.

Interns CeCe Ging and Step-

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### UTRF Activity

(7/1/12 - 1/15/13)

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### Upcoming Events

**"What is the Value of Patents"** - Dave Washburn, 3:30 p.m. - 4:30 p.m., Feb. 19, 2013, Ayers Hall, Room 308.

**Vol Court: Pitching Your Idea** - 5:15 p.m. - 6:15 p.m., Feb. 26, 2013, Haslam Business Building, Room 105.

**SBIR/STTR Overview Workshop** - 9 a.m. - 3:30 p.m., Feb. 26 - 28, 2013, various locations. Free event, registration required. For details, visit <https://cis.tennessee.edu>.

**Vol Court: Understanding Financial Statements** - 6:15 p.m., Mar. 5, 2013, Haslam Business Building, Room 105.

**Research, Outreach, and Economic Development Committee Meeting** - 8:30 a.m., Feb. 28, 2013, UT Chattanooga.

**2013 Technology Venture Forum** - 11:30 a.m. - 1:30 p.m., April 17, 2013, Chattanooga Convention Center. Register online.

## UTRF's David Washburn Joins Life Science Tennessee Board of Directors

University of Tennessee Research Foundation Vice President David Washburn has been named to the board of directors for Life Science Tennessee, the state's leading association for the life sciences industry.

Life Science Tennessee is a state-wide, non-profit, member organization whose mission is to advance and grow the life science industry in Tennessee through advocacy, partnerships and alignment with economic and workforce development. The University of Tennessee Research Foundation promotes the commercialization of UT intellectual property. Washburn, who joined the University of Tennessee in November 2011, leads the commercialization activities at Knoxville, Chattanooga, the Space Institute and Institute of Agriculture.

Previously, Washburn was assistant director at the Office of Technology Management at the University of Illinois at Urbana-Champaign from 2001 to 2011. He was instrumental in helping launch 25 new startup companies that raised more than \$100 million in venture funds with a combined valuation exceeding \$300 million. Washburn was an entrepreneur and involved in business development for number of high growth startup companies such as Wolfram Research, InstallShield, and Kuck & Associates.

Sam Lynch, President and CEO of Franklin, Tenn.-based BioMimetic is the new chairman of Life Science Tennessee board of directors. As the new chairman, Lynch plans to build on the association's growth and momentum by expanding awareness of the importance of the industry for jobs and economic growth in the state. "Despite the economic downturn of recent years there is great promise for growth and investment in the life sciences," said Lynch. "One of the greatest challenges, however, is developing a highly skilled work-

force to fuel that growth. Life Science Tennessee looks forward to bringing together our industry, government and education partners to identify ways to develop our workforce," said Lynch.

In addition to Washburn, several new board members were added this year. They include:

- **David Adair, M.D.**, Chief Science Officer, Chairman of the Board, and Founder, Glenveigh Medical
- **Josh Brown**, Director of Government and Public Affairs, Pfizer
- **Hilary Lang, Ph.D.**, Associate, Waddey & Patterson, P.C.
- **Jamie Lee**, Vice President of Operations and Events, Nashville Health Care Council
- **Peter Nelson**, Director, Business Development, BioDimensions
- **Paul Seltman**, Senior Vice President, Government Affairs & Reimbursement, Smith & Nephew

### 2013 Life Science Tennessee Board of Directors

#### Officers:

- **Chairman** Sam Lynch, President and CEO, BioMimetic
- **Vice-Chairman** Steve Bares, President and Executive Director, Memphis Bioworks
- **Treasurer** Glenn Perdue, Managing Member, Kraft Analytics
- **Secretary** Alan Bentley, Assistant Vice Chancellor, Vanderbilt University Office of Technology Transfer

#### Executive Committee:

- **Joe Cook, Jr** (Past Chairman), Principal and Co-Founder, Mountain Group Capital
- **Paul Seltman**, SVP Government Affairs and Reimbursement, Smith & Nephew
- **Josh Brown**, Director, Government Affairs, Pfizer Gary Stevenson, Managing Partner, MB Venture Partners
- **David Black**, Ph.D., President and CEO, Aegis Sciences Corporation
- **Bruce Doeg**, Chairman Business Development, Baker, Donelson, Bearman, Caldwell and Berokwitz
- **Tom Ballard**, Director, Innovation and Entrepreneurial Initiatives, Pershing Yoakley & Associates

• **Ken Woody**, President, Innova Memphis Peter Nelson, Director, Business Development, BioDimensions

• **Bill Taaffe**, Retired President and CEO, ICON Clinical Research

• **David Washburn**, Vice President, University of Tennessee Research Foundation

#### Directors:

- **David Adair**, Chairman and Founder, Glenveigh Medical
  - **Kim Denton**, President, Oak Ridge Economic Partnership
  - **Jim Frierson**, Tennessee Valley Energy
  - **Jamie Lee**, Vice President Operations and Events, Nashville Health Care Council
  - **Hilary Lang**, Ph.D., Associate, Waddey & Patterson
  - **Richard Magid**, Ph.D., Vice President, University of Tennessee Research Foundation
  - **Bob Morris**, Butler, Snow, O'Mara, Stevens & Cannada
  - **Kelly Tiller, Ph.D.**, President and CEO, Genera Energy
  - **Ted Townsend**, Regional Director, Tennessee Department of Economic and Community Development  
Dana Zukierski, Partner, Ernst & Young
- #### Ex-Officio:
- **Leslie Wisner-Lynch**, Executive Director, BioTN Foundation
  - **Christopher Cummings**, Life Science Tennessee Academic Alliance Liaison, Vanderbilt University
- #### Board Observers:
- **Paul Fitzpatrick**, CEO, Advanced Catheter Therapies
  - **Doug Grindstaff**, CEO, Nusirt Sciences
  - **Eric Latham**, Founder and CEO, IPE, Inc.
  - **Jud Schneider**, Scientific Director, NextGXDX

### About Life Science Tennessee

Life Science Tennessee is a state-wide, non-profit, member organization whose mission is to advance and grow the life science industry in Tennessee through advocacy, partnerships and alignment with economic and workforce development.

For more information about Life Science Tennessee, visit <http://www.lifesciencetn.org/>.

## UTRF Seeking Nominations for 2013 Wheeley Awards

The B. Otto and Kathleen Wheeley Award is given to a University of Tennessee faculty member(s) who excel in the commercialization of university-based research results. The B. Otto and Kathleen Wheeley Foundation provides the award stipend, through an endowment fund which was established in 1989. The award is specifically intended to recognize faculty who take a direct and active role in the commercialization process.

Criteria for the award include:

- 1. The technological and/or scientific significance of the invention or creative work being commercialized;
- 2. The market success of the product or process;
- 3. The degree of active involvement of the faculty member in the commercialization process; and
- 4. The faculty member's overall contribution to the University's

missions of teaching, research and service.

Otto Wheeley, a University of Tennessee graduate, was deputy chair of the Koppers Company and President of Kopvenco, a venture capital subsidiary of Koppers in the early 1980s. Eager to promote technological entrepreneurs in Tennessee, he returned to the state and founded Venture First Associations, Inc., after which he formed a close alliance with his alma mater to promote the commercialization of university-developed research.

There will be two awards given in 2013 of \$5,000 each.

The deadline for submission is: April 30, 2013

Nominations should be sent to: Dick R. Gourley, PharmD  
UT Research Foundation  
600 Henley Street, Suite 211

UT Conference Center  
Knoxville, TN 37996-4122  
Phone: 865-974-1882  
Email: [utrf@tennessee.edu](mailto:utrf@tennessee.edu)

Nominations must include the nominee's curriculum vitae and a 2 page description of their technology transfer achievements. Three letters of reference should be included in the nomination. The technology transfer description must include: the company (or companies) that have licensed the technology; information on the market to which the product is directed and its success in the market place; the innovative/unique qualities of the product or process and its benefits to society; and, the nominee's active and direct involvement in commercialization process.

The award will be made in September 2013.



## UTRF Accepting Applications for 2013-2014 Internship Program

The University of Tennessee Research Foundation Internship Program provides graduate students the opportunity to assist our licensing professionals in commercializing UT inventions. Commercialization analysts assist in the evaluation, marketing and licensing of cutting-edge technology developed at the University.

The intensive training program provided by UTRF to successful applicants will assist them in developing an understanding of intellectual property law, market and industry analysis, and licensing methods and techniques.

UTRF will be offering 4 total paid positions for the coming year.

The internships require a 35 hour

per week commitment in the summer and 10 hours per week in fall and spring semesters.

Our next class of interns begins training in May 2013. Deadline for application is Thursday, Feb. 28, 2013.

To apply, visit <http://utrf.tennessee.edu/techtransfer/about/internships.shtml>.

### UTRF Board of Directors

**Chair: Murray R. Deal**, Vice President, Eastman Chemical Company, Kingsport, Tenn.

**Vice Chair: George Cates**, Chairman (Retired), Mid-America Apartment Communities, Inc.

Karl A. Schledwitz, President and CEO, Monogram Food Solutions, Memphis, Tenn.

Vicky Gregg, CEO BlueCross BlueShield of Tennessee, Chattanooga, Tenn.

Kennard D. Brown, JD, MPA, Ph.D.; Executive Vice Chancellor & COO, UTHSC

Wayne T. Davis, Dean, UT College of Engineering

Jim Roberto, Associate Lab Director, UT-Battelle

Leslie Wisner-Lynch, President & CEO, Tennessee Technology Development Corporation

Frank J. Kinser, Chattanooga, Tennessee

Dick R. Gourley, PharmD., Interim President, UT Research Foundation

## UTRF Releases 2013-2014 Inventor Handbook for UT Faculty and Staff

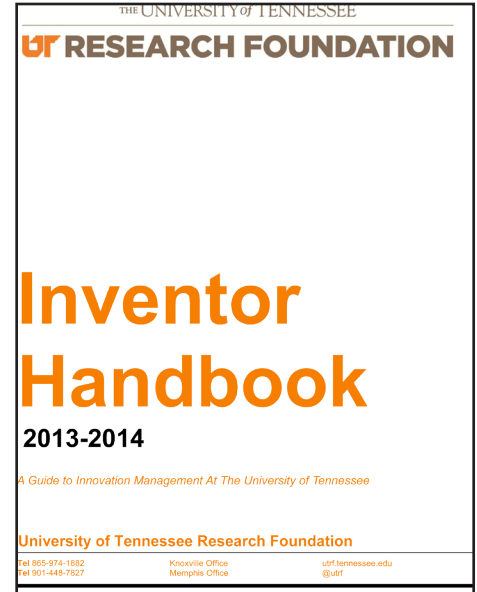
For over 75 years, UT's technology transfer office – now known as the UT Research Foundation - has been moving innovations from University of Tennessee labs into the marketplace. These innovations begin on campus as University funded research, but campus isn't where they stay. Moving UT technologies into the market stretches their positive impact across the state and into the world - improving lives, creating jobs and advancing economic stability along the way.

UT has long embraced its role in economic development through research, innovation and technology transfer, and now, as the University looks to advance and improve

upon its research efforts statewide, its importance can't be overstated.

As a UT researcher, there are resources and services available to you for the protection and transfer of intellectual property - resources designed to ensure that University innovations are afforded every opportunity for maximum public impact. The UTRF Inventor Handbook explains those resources and offers an overview of the University of Tennessee's intellectual property policies, the new patent laws and how they affect universities, and the inventor's role in the commercialization of University innovations.

The handbook is available online at: <http://utrf.tennessee.edu/inventor-handbook13.shtml>



On January 30, 2013 UTRF leadership and heads of UTRF related companies met to make introductions and discuss UTRF's plans for the upcoming calendar year. With the recent hires of Cliff Hawks (CEO, Cherokee Farms Development Corp.) and Adam McCall (CEO, TennEra, LLC), this marks the first time that all UTRF leadership and heads of related companies have been in attendance at a formal meeting.

In attendance were: Adam McCall, CEO, TennEra, LLC; Dick Gourley, Interim President, UTRF; Dr. Ahmad Vakili, President and Chief Manager, ASSET; Cliff Hawks, CEO, CFDC; David Washburn, MDO Office Vice President, UTRF; William E. Mason, UTRF General Counsel; Samantha Jeffers, Business Manger, UTRF; Stacey Patterson, Assistant Vice President & Director of Research Partnerships, UT.

Joining via video connection was UTRF Board of Directors Chairman Murray Deal, CEO, Eastman Chemical Company and Richard Magid, UTHSC Office Vice President, UTRF.

## Interns (continued)

nie Prager In the UTRF internship program, graduate students work alongside licensing professionals to screen technologies, interview inventors, conduct research and analysis and recommend the next steps for technologies.

And they stay busy. In the last fiscal year, UTRF helped establish nine startup companies based on discoveries across the UT System. UTRF received 141 new invention disclosures in 2012, a record high. Among the companies spun out by UTRF over the past 15 years, the most successful include Memphis-based GTx, a pharmaceutical company focused on developing small molecules that modulate the effects of estrogens and androgens. GTx now employs more than 100 people in high-paying jobs and has raised more than \$300 million in venture capital to fund its operations.

"Technology transfer is at a unique point where scientific research, business and law intersect," says Ging, who plans to graduate in May and has an undergraduate degree in chemistry. "To work at a technology transfer office at a large research university such as UT allows a student to be exposed to the whole story of how new products, services,

and even entirely new industries are developed. There are also opportunities to meet and network with professionals and leaders in science, business and law, which are valuable to all students."

While Ging and Prager are both law students, the internship is geared toward any graduate student. It could be a student in a science or engineering field with an interest in entrepreneurship or a business student curious about venture capital and business development. There are also career opportunities to be a licensing professional at a university or a corporation.

One of the most important skills interns learn is communication, and that is important for every field, says Maha Krishnamurthy, a UTRF licensing associate who leads the internship program.

"Learning to explain to someone why their 'baby is ugly' is a very important presentation and communication skill to develop. Cold calling potential licensees to get their input and assess their interests on an invention is an important marketing skill," she says.

Prager, who earned a master's degree in public administration at West Virginia University before coming to

law school, says the internship has been very helpful and educational.

"UTRF has given me the opportunity to hone my analytical thinking, writing, and speaking abilities through communications and presentations to university inventors and potential commercial business partners. Furthermore, I feel that this internship has given me a competitive edge over my fellow colleagues in my intellectual property law courses as I have been afforded hands-on experience in this field," she says.

Ging and Prager, the first two interns in the UTRF program, agreed their experience was valuable, and the program empowered them to work as if they were professionals.

"I never felt like I was just an intern," says Prager. "I have thoroughly enjoyed this internship as well as the many associations I have made here. I appreciate having been selected to serve in the first group of UTRF interns, and feel that my experiences will certainly aid me in my future endeavors."

For more information about UTRF's internship program or to apply online, visit <http://utrf.tennessee.edu/techtransfer/about/internships.shtml>

### UTRF Staff Directory

**Dick Gourley, PharmD** - Interim President

#### Knoxville Office

**Dave Washburn** - Vice President

**Nghia Chiem, Ph.D.** - Licensing Associate

**Teresa Cooper** - Accounting Specialist

**Kimberly Hood** - Marketing Manager

**Pamela Howell** - Business Incubator Coordinator

**Samantha Jeffers** - Business Manager

**Maha Krishnamurthy, Ph.D.** - Licensing Associate

**Susan McCue** - Patent Coordinator

**Patrick Reynolds, Ph.D.** - Licensing Associate

**Mary Ann Warwick Russell, J.D.** - Staff Attorney

**Jeanie Snider** - Office Manager

#### Memphis Office

**Richard Magid, Ph.D.** - Vice President

**Lakita Cavin, J.D., Ph.D.** - Staff Attorney, Licensing Associate

**Janet Ralbovsky, Ph.D.** - Licensing Associate

**Tinieka Triplett** - Sr. Administrative Services Asst.