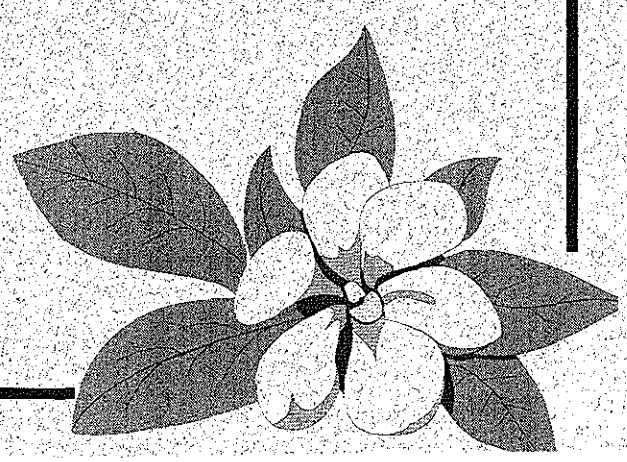
AUTM®

2000 Annual Meeting

Looking to the Future, Learning from the Past: 25 Years of AUTM

Hyatt Regency Hotel
Atlanta, Georgia
February 24 - 27, 2000



General Information

Meeting at a Glance:

Wednesday, February 23

9:00 AM	Board of Trustees Meeting
1:00 PM	Canada Region Meeting
4:00 PM	Registration Opens
5:30 PM	Canada Region Reception

Thursday, February 24

7:00 AM	Registration Desk Opens
7:00 AM	Vendor Exhibits Open
7:00 AM	Continental Breakfast
8:00 AM	Educational Tracks 1 - 9
10:00 AM	Break
10:30 AM	Educational Tracks cont.
12:00 N	Luncheon
1:15 PM	Plenary Session
3:00 PM	Break
3:30 PM	Workshops A1-A10
5:30 PM	New Member/Volunteer Reception
6:30 PM	Welcoming Reception

Friday, February 25

7:30 AM	Registration Desk Opens
7:30 AM	Vendor Exhibits Open
7:30 AM	Continental Breakfast
7:30 AM	Committee Breakfasts
8:30 AM	Plenary Session
9:15 AM	Annual Business Meeting
10:00 AM	Break
10:30 AM	Workshop Sessions B1-B10
12:00 N	Lunch/All Participants
1:30 PM	Conversation with the Commissioner
2:00 PM	SIG Meetings
4:00 PM	Networking Fair

Saturday, February 26

7:30 AM	Registration Desk Opens
7:30 AM	Vendor Exhibits Open
7:30 AM	Continental Breakfast
7:30 AM	Committee Breakfasts
8:30 AM	Workshop Sessions C1-C11
10:00 AM	Break
10:30 AM	Workshop Sessions D1-D10
11:00 N	Golf Outing
12:00 N	Free Afternoon
6:30 PM	AUTM Dinner

Sunday, February 27

9:00 AM	New Board Meeting

Registrations ... To qualify for the "early" registration fee, your registration form **AND PAYMENT** must be received by ***January 17, 2000***. Faxed registration forms which do not contain a credit card number **DO NOT QUALIFY** as "paid" registrations. Faxed registrations received after ***January 17, 2000***, including those with a credit card number, will be assessed the higher registration fee.

Hotel Reservations ... AUTM has reserved a large block of rooms at The Hyatt Regency Hotel in Atlanta. Reservations may be made directly with the Hyatt by calling 404-577-1234, Mondays through Fridays from 9:00 AM to 5:00 PM and asking for Reservations. The reservation cut-off date with the hotel is **January *23, 2000***.

List of Attendees ... AUTM Headquarters must receive your registration form no later than ***February 9, 2000*** to be listed in the official preregistered attendee list. Please note that your name and organization will appear **exactly** as you have indicated on your registration form. Registration forms received after February 9, 2000, will be included on a list of late registrants.

Registration Confirmations ... You will receive written confirmation from AUTM for your meeting registration within ten days of receipt of your registration form and payment. If you do not receive confirmation after two weeks, please call 203-845-9015 and ask for Gale Ungar.

Cancellations ... If received in writing before ***February 14, 2000***, we will be happy to refund your registration fee. Note that a $50 administrative fee will be deducted from all refunds.

Understandably, fees cannot be refunded for registrations cancelled after ***February 14, 2000***. Substitutions, however, can be made up until the start of the meeting.

Late Registrations ... New registrations faxed after ***February 15, 2000*** will be processed as "On-Site" registrations, at the corresponding registration fee.

Vendor Booths ... registrants at the AUTM 2000 Annual Meeting, wishing to showcase their products or services, can sign up for a Vendor Booth. These booths will be open during the entire Annual Meeting from 7:00 AM Thursday, February 24, through noon on Saturday, February 26. They will be located around the perimeter of the hotel's Exhibit Hall which will also be used for all continental breakfasts, coffee breaks, and the Friday afternoon Networking Fair.

The deadline to register for a Booth is ***January 25, 2000***. Registration forms are available in this annual meeting packet. Please note that Vendor Booths are available only to registrants for the AUTM 2000 Annual Meeting.

Agenda

Wednesday, February 23

9:00 AM - 5:00 PM	AUTM Board of Trustees Meeting
1:00 PM - 5:00 PM	AUTM Canada Region Membership Meeting *(see registration form for sign-up ... there will be an additional $10.00/US$ program fee for this session)*
4:00 PM - 10:00 PM	Registration Desk Open
5:30 PM - 7:00 PM	AUTM Canada Region Reception (cash bar) *(see registration form to sign up)*
6:30 PM - 10:00 PM	AUTM President's Dinner

Thursday, February 24

7:00 AM - 5:00 PM	AUTM Registration Desk Open
7:00 AM - 5:00 PM	Vendor Exhibits Open
7:00 AM - 8:00 AM	Continental Breakfast
	Committee Breakfasts: ***Survey/Statistics/Metrics Committee*** *(closed)* Chair: **Daniel E. Massing**, Cornell Research Foundation
8:00 AM - 10:00 AM	**Educational Track 1** ...

Patent Primer ... *The panel will provide an overview of the patent prosecution process from the perspective of the Applicant and the PTO as well as discussing patenting strategies and special considerations for patenting of biotech inventions. The session is appropriate for both newcomers as well as those with experience as an update concerning PTO policies and procedures will be provided.*

Moderator: **Jane Massey Licata**, Law Offices of Jane Massey Licata
Presenters: **David E. Brook**, Hamilton Brook Smith & Reynolds
David L. Parker, Arnold, White & Durkee
Margaret Parr, US Patent and Trademark Office

Educational Track 2 ...

Trademark Primer ... *This Track covers terminology (trademarks, service marks, tradenames) selection and adoption of a mark (fanciful, arbitrary, descriptive and generic marks), trademark search (on-line searching, the Internet), registration in the US Patent and Trademark Office (actual use and intent-to-use applications), and how to properly use a mark.*

Speaker: **William H. Needle**, Needle & Rosenberg, PC

Thursday, February 24 ... cont'd

Educational Track 3

Software Management ... *Software has become an important part of University technology transfer portfolios. However, because of the unique nature of software-based products, specialized methods of dealing with such products must be adopted. This educational track will provide attendees with a basic understanding of software marketing principles. The track will address such topics as: Software Intake and Evaluation; Methods for Pricing Software; IP Protections Available for Software; Software Licensing Basics; and Software Marketing Methods. The track will be highly interactive and great handouts will be provided.*

Moderator: **Mark G. Bloom**, Wisconsin Alumni Research Foundation
Presenters: **Paul R. Betten**, Argonne National Laboratory
Angus Livingstone, University of British Columbia

Educational Track 4

Office Operations and Tools of the Trade ... *Learn from the past and look to the future through our panel of experienced license professionals. We'll discuss the day-to-day operational dilemmas confronted by those of you with small- to medium-sized technology transfer offices. Some of the issues we'll cover are: compliance, legal expense tracking, personnel (where to find people and what kind of background to look for), office organization (including operating tools), and how to work most effectively with the staff you have. An extended question and answer period will be given at the end to address issues.*

Moderator: **Kirsten Leute**, Stanford University
Presenters: **Joyce Brinton**, Harvard University
Pamela Lynne Cox, Univ. of Notre Dame Law School
Katharine Ku, Stanford University
Todd T. Sherer, University of Oregon
Sandra L. Shotwell, Oregon Health Sciences University
Linda S. Stevenson, University of California

Educational Track 5

Negotiating Research and License Agreements ...

Moderator: **W. Mark Crowell**, North Carolina State University
Presenters: *(to be announced)*

Educational Track 6

The When to and How to of Start-Ups: Basic ... *This Track will provide a unique combination of panelists. The views of a university, a venture capitalist, start-up management, and an attorney will be included in this session on the basics of deciding when to form a start-up followed with the how to's to accomplish the task.*

Moderator: **Christine B. Powaser**, BCM Technologies, Inc.
Presenter: **Mark E. Coticchia**, Carnegie Mellon University

Thursday, February 24 ... cont'd

Educational Track 7

Equity Transactions ... *More and more universities are licensing technology into entrepreneurial, high growth companies, many of them start-ups, and taking equity in the company as full or partial consideration for the license. Negotiating and structuring equity licenses, however, confronts the university with a host of complex (and often unfamiliar) issues. In order to structure effective equity license deals, the university needs to understand the objectives and motivations of each of the parties involved (the entrepreneur, the inventor, the investor and the university). If this is not difficult enough, this whole process is made more challenging when the potential licensee is a start-up. In this interactive session, you will help build a new start-up company from the ground up by working with the panel and the audience to: analyze a strategic plan for a new promising technology; structure an equity license deal with the university in a way that optimizes the university's position while managing the risks to the university; negotiate the initial financing for the company; and determine the adequacy of the "team." Vigorous audience participation and Q&A will be encouraged throughout the presentation.*

Moderator: **Kathryn A. Donohue**, Pepper Hamilton, LLP
Presenter: **Franklin B. Holland**, Pepper Hamilton, LLP

Educational Track 8

Valuation 101: How to Determine What Your Technology is Worth ... *This topic has been covered as a Workshop at the last two Annual Meetings, and has always produced the reaction that too much was covered in too short a time. Therefore, its been expanded to a half day educational track. It is intended for newer members of AUTM and is structured to get experienced licensing professionals to lay out some of the basic considerations and techniques of technology valuation that are important in developing and implementing licensing transactions. Ashley Stevens will give an overview of basic technology valuation techniques used, and will provide some resources for finding comparable transaction terms on the Web. Martha Luehrmann will discuss developing a spreadsheet based on a simple model of the licensee's business using a freeware Excel template available from AUTM. Don Kirksey will discuss the important areas of a License Agreement that impact the value that is extracted. Teri Willey will discuss equity structure of new companies and how to extract the value of a technology through a start-up company. Martha Samuelson will discuss how technologies are valued in patent litigation.*

Moderator: **Ashley J. Stevens**, Boston University
Presenters: **Don Kirksey**, AtheroGenics, Inc.
Martha Luehrmann, University of California, Berkeley
Martha Samuelson, Analysis Group Economics, Inc.
Teri Willey, ARCH Development Corporation

Educational Track 9

Powerful Presentations ... *Learn how to move your ideas from concept to reality! Presenting ideas, clearly and confidently, is a key skill for technology managers. Attend this half-day workshop and you will learn how to: Quickly organize a presentation to any audience (attorneys, faculty, venture capitalists, etc.); Sell your ideas, programs, proposals; communicate technical information to non-technical audiences; channel your nervous*

Agenda

Thursday, February 24 ... cont'd

*energy, so you are more comfortable and effective when presenting, and create and use visual aids that add impact to your talk. It's a hands-on workshop. You will apply these ideas to real-life situations and walk away with tools you can use right away. (**NOTE**: there will be an additional charge of $100.00 per person for this Educational Track. Sign up on the enclosed registration form.)*

Presenter: **Dave Underhill**, Underhill Training and Development

10:00 AM - 2:30 PM — **Accompanying Person Tour of Atlanta ... "Simply Southern"** ***see enclosed flyer for more details then sign up on the enclosed registratin form***

10:00 AM - 10:30 AM — Break

10:30 AM - 12:00 PM — Educational Tracks continue

12:00 PM - 1:15 PM — Luncheon for All Registrants

Committee Lunch:
Publications
Chair: **Trice Bryan**, University of California at Irvine

Bylaws
Chair: **Stewart N. Davis**, BCM Technologies, Inc.

1:15 PM - 3:00 PM — Plenary Session
Welcome and Opening Remarks

ACADEMIA, VENTURE CAPITAL AND THE BIOTECHNOLOGY INDUSTRY: WILL THE TRIANGLE BE ETERNAL?
Dr. Alan G. Walton
General Partner, Oxford Bioscience Partners

KNOWLEDGE, COMPLEXITY AND LEARNING: TRUST BASED KNOWLEDGE FLOWS BETWEEN INDUSTRY AND ACADEMIA
Dr. David J. Snowden
European Director, Institute for Knowledge Management, IBM (UK)

3:00 PM - 3:30 PM — Break

3:30 PM - 5:00 PM — ***WORKSHOP SESSION A***

A1 ... **TAX ISSUES WITH LICENSING** ... *The IRS is challenging the exemption from taxation of revenues derived from exclusively licensed intellectual property arrangements. The purpose of the discussion is to provide the best defensible position to take with alternatives and to elaborate on the documentation required to build an audit file sufficiently.*

Moderator: **Edward J. Jennings**, University of Michigan
Speakers: **C. Randy Dillon**, KPMG
Benjamin Griffiths, University of Wisconsin

Agenda

Thursday, February 24 ... cont'd

A2 ... **EQUITY: HOW TO MANAGE IT ONCE WE GET IT** ... *The FY 1997 AUTM Licensing Survey revealed that the top ten schools for Gross License Income reported $17 million of that income came from Cashed-In Equity. This income source has certainly become important. Also, responding institutions noted 251 deals done in FY 1997 with an equity component. This panel will look at key issues that a tech transfer office should consider both before and after it has accepted equity. In many cases, the tech transfer office will only have a success when the parent institution receives cash upon the sale of the equity.*

Moderator: **Stephen J. Banks**, BCM Technologies, Inc.
Speakers: **Greg Hauth**, CIBC Oppenheimer
Ronald S. Howell, Washington Research Foundation
Jeffrey J. Sheldon, University of Texas, MD Anderson Cancer Center

A3 ... **RESEARCH CONSORTIA INVOLVING UNIVERSITY/INDUSTRY COLLABORATION** ... *University research by definition is fundamental in nature. Industry is often interested in fundamental work but rarely has the appetite to commit major resources to projects so early in the innovation process. One way of dealing with this issue is through the development of research consortia which offer significant opportunity for leveraging of resources, easily attaining leverage of ten times or more of a company's contributions. However, the organization of these consortia can be difficult and take time. This workshop will focus on the formation, the organization, and the contractual arrangements that have been successful in different models of consortia and will include funding models and IP arrangements.*

Moderator: **Joe Brennan**, Materials & Manufacturing Ontario
Speakers: **Glennia R. Campbell**, Stanford University
Doug Reeve, Toronto Pulp and Paper Consortium

A4 ... **OWNERSHIP/LICENSE OF TANGIBLE RESEARCH PRODUCTS** ... *Industry and university perspective*

Moderator: **Spencer Lemons**, Wake Forest University
Speaker: *(to be named)*

A5 ... **BUSINESS MODELS IN LICENSING/SOFTWARE AND DIGITAL MEDIA** ... *How businesses function and generate revenue makes a difference in how we license. Software provides a framework for seeing broader models of licensing. Use of intellectual property as a loss leader, as an investor asset, or as channel access can be sources of value to a business. These can be recognized in a license, but not as a rent on sales. Come learn why non-exclusive licensing may be the first best choice in some areas and not others, how publishers look at content, and what may drive choices in structuring software and digital media licenses. For those handling patents, especially engineering technologies, this session may help you develop new strategies for their licensing.*

Moderator: **Patrick L. Jones**, University of Washington
Speaker: **Gerald Barnett**, University of Washington

Thursday, February 24 ... cont'd

A6 ... **Managing the Mature Portfolio** ... *As technology licensing offices grow and mature, new problems and opportunities arise. This workshop examines the maturing office and the maturing officer. For the office itself, this includes weeding the patent portfolio, care-and-feeding large numbers of licensees, and preventing collisions between new industrial research sponsors and background patents. For the mature officer, the issues include coping with overload, delegating to others, preventing burnout, and staying fresh.*

Moderator: **Jon Sandelin**, Stanford University
Speaker: **Lita Nelsen**, Massachusetts Institute of Technology

A7 ... **International Patent Law** ... *Should we really protect in China, South America? Dual ownership issues in some countries.*

Moderator: **J. Renes**
Speaker: *(to be named)*

A8 ... **Valuing Technology from Multiple Perspectives: Comparables, Concurrent Negotiation, Common Sense, Apportionment and Business Models** ... *With the early stage technologies we work with, there are enormous uncertainties at the time we must "price" our assets. This workshop will address the resources and case experience we hope you will find useful in developing your economic proposals.*

Moderator: **Teri Willey**, ARCH Development Corporation
Speakers: **Richard F. Cox, Jr.**, Wheeling Jesuit University/NTTC
Natalie E. Dakers, NeuroMed Technologies, Inc.
Daniel M. McGavock, IPC Group, LLC

A9 ... **Semiconductor Patenting and Licensing** ... *Many semiconductor technologies are invented in universities, yet few are exploited and licensed by industry. How can the licensing landscape be transformed to improve the semiconductor flow between universities and industry?*

Moderator: **Linda Chao**, Stanford University
Speaker: **Ron Epstein**, Intel Corporation

A10 ... **Biotech Patenting** ... *This session will describe the most r ecent and significant developments in patent statutory and case law. More specifically, this session focuses on trends seen in the law currently and the effects of these trends or changes on the scope and proprietary patent protection afforded to biotechnological inventions. Other subjects will include: Legal trends that reduce the scope of patent protection; patent office examination regarding enablement of pharmaceutical and biotechnological inventions; new defenses to patent infringement; and Supreme Courts interpretation of the Doctrine of Equivalents*

Moderator: **Benjamin Aaron Adler**, McGregor & Adler, PC
Speaker: *(to be named)*

Thursday, February 24 ... cont'd

5:30 - 6:30 PM	New Member/Volunteer Reception
6:30 PM - 9:30 PM	Welcoming Reception for all Attendees

Friday, February 25

7:30 AM - 5:00 PM	AUTM Registration Desk Open
7:30 AM - 5:00 PM	Vendor Exhibits Open
7:30 AM - 8:30 AM	Continental Breakfast
	Committee Breakfasts ...
	Web Site Committee Chair: **Marjorie Forster**, University of Maryland/Baltimore
	Government Affairs Committee Chair: **Fred H. Reinhart**, Wayne State University
	Membership Committee Chair: **Jon Sandelin**, Stanford University
8:30 AM - 9:15 AM	Plenary Session

The Internet's Affect on Science or the End of Software as we Know it!
Howard D. Goldstein
President & CEO, eBioinformatics, Inc.

9:15 AM - 10:00 AM	Annual Business Meeting
10:00 AM - 10:30 AM	Break
10:30 AM - 12:00 PM	***Workshop Session B***

B1 ... **Clinical Trials Agreements** ... *Contract research organizations and academic hospitals seek to expand their roles as managers of multi-site clinical trials. This panel will address issues arising from the role of the CRO or hospital as the coordinator of the multi-site clinical trial. This panel anticipates discussions concerning the objectives and requirements of trial sponsors, the selection of the trial manager, the negotiation of sponsor agreements, the negotiation of site agreements and the practical problems in administering multi-site trials.*

Moderator: **Donald T. Deyo**, University of Pennsylvania
Speaker: **Jane Massey Licata**, Law Offices of Jane Massey Licata

B2 ... **How Professional Risk Managers View the Risks of Technology Transfer** ... *Evaluating an institution's ability and commitment to reduce and manage the risks of intellectual property and*

Agenda

Friday, February 25 ... cont'd

technology transfer requires both objective and subjective judgments. An underwriter who specializes in intellectual property insurance will discuss the underwriting and insuring process. Two experienced insurance brokers will review their methods of assisting clients with intellectual property risks to understand the coverage options available, presenting clients in the best light to underwriters, and helping clients choose the right insurance package for their needs and budget. A university risk manager will discuss how insurance and contractual terms can be used to get licenses done while protecting the institution.

Moderator: **Elizabeth Cherry**, University of Washington
Speakers: **Janet Cermak**, Marsh, an MMC Company
Dominic Davison-Jenkins, Marsh, an MMC Company

B3 ... **Licensing Research Tools** ... *Animals and transgenics as research tools, Matis cell lines, vectors, etc.*

Moderator: **Simran Trana**, University of Georgia Research Foundation, Inc.
Speakers: **Richard S. Cahoon**, Cornell Research Foundation
Maria C. Freire, National Institutes of Health
Donald S. Lucas, Procter & Gamble Pharmaceuticals

B4 ... **Growth Segments: Biotech** ... *In the past decade new technologies have been developed and fields spawned that are transforming the Life Sciences. For example in the near future DNA Chips will be available that will enable researchers to monitor the expression of the whole genome simultaneously. These technologies are raising unprecedented bioethical/legal (e.g., stem cells) and intellectual property (e.g., DNA Chips) issues. This session will discuss some of the rapidly growing fields in the biotechnology industry and explore some of the related bioethical/legal and IP issues. Areas that the panel will cover include: stem cells, functional genomics, and bioinformatics (including DNA or BioChips).*

Moderator: **Richard Kordal**, Indiana University
Speakers: **James (Rick) Ludwig**, Eli Lilly and Company
Judy Stringer, Mass High Tech

B5 ... **Best Practices in Tech Transfer** ... *Examples in US, Europe, Canada*

Moderator: **Koenraad Debackere**, ETH Switzerland
Speakers: **Richard Cox**, Wheeling Jesuit College/NTTC
Evelyn McConathy, Dilworth & Paxton

B6 ... **Interinstitutional Agreements** ... *This will be a hands on discussion of an agreement reached by the University of Florida and Johns Hopkins University (real case study) which will involve re-creation of the actual events as they occurred in the negotiations. We will touch on what to have (and not to have) in an agreement of this sort. Similar areas are covered when bringing an outsider into your organization to conduct research. This discussion is exceptionally relevant as these two individuals are negotiating just such an agreement between their respective institutions. There will be time for open discussion and questions.*

Agenda

Friday, February 25 ... cont'd

Moderator: **Michael Herforth**, University of Central Florida
Speakers: **Bruce D. Clary**, University of Florida
Nina Siegler, Johns Hopkins University

B7 ... **IP Protection of Software – Booting Up in the New Age** ... *For years, the standard route for protection was through copyright or trade secrets. Software patents were granted, but these patents were few and far between as severe restrictions on the scope and focus of software patents limited their issuance to mostly hardware "tied" programs. For universities, the cost and time involved in software patents even further limited their application. However as the 21st century arrives and with the Internet and the explosion of computers, both for the office and home, the shift in the standard of software protection has begun. The panel will discuss recent allowances of Internet based software patents seeming to indicate a "lift" of the restrictions from the past. And although copyrights and trade secrets are still used for protecting software, trademarks are expanding the scope of protection and marketability of software. In addition, we will explore how trade secrets can be used by universities as an alternative means of software protection, and still maintain the university mission for public dissemination of knowledge.*

Moderator: **Alice Um**, Foley & Lardner
Speakers: **David A. Blumenthal**, Foley & Lardner
Charles C. Valauskas, Applegate Valauskas Rosen & Bernstein

B8 ... **People Who Go Both Ways** ... *Ever wonder what it would be like to have your negotiating partner's job? Get the inside story from three seasoned tech transfer professionals who have been there and done that in academia, government and industry.*

Moderator: **Vincent La Terza**, Octagen Corporation
Speakers: **Katharine Ku**, Stanford University
H.S. Duke Leahey, Monsanto Company
Jon Soderstrom, Yale University

B9 ... **How to Determine Inventorship** ... *The complexity of modern research has created an environment where many scientists must collaborate with colleagues in order to achieve significant results. Often these collaborations involve scientists at different nonprofit institutions or even nonprofit institutions and companies. This weave of relationships and diverse contributions can create confusion in determining inventorship and animosity between parties if the inventorship determination is perceived as being inaccurate or unfair. This session will address various facets of inventorship including how it is determined, corrected, and litigated.*

Moderator: **John Wetherell**, Fish & Richardson, PC

B-10 ... **Marketing Knowledge Effectively** ... *There's a lot of technology out there ... and the number of prospective licensees can be almost overwhelming. This session will help new/smaller TLO's "think like their customers" and learn how to get the word out efficiently. How do large, small, and international companies typically find technology? Are Web-based marketing services worth it? What can you do to keep your technology out of the "black hole." How much can you disclose without a CDA and still pique interest? Come ready to swap tactics during the post-speaker discussion.*

Friday, February 25 ... cont'd

Moderator: **Nan Doyle**, Genzyme Corporation
Speaker: **Klaus J. Fischer**, Aventis
Lauren Miller, Pfizer, Inc.
E. Robin Plumer, Wolf, Greenfield & Sacks, PC

Committee Luncheons ...

Eastern Region Planning Committee
Chair: **Patricia Harsche**, Fox Chase Cancer Center

Central Region Planning Committee
Chair: **Anne C. Di Sante**, Wayne State University

Western Region Planning Committee
Chair: **Catherine Hennings**, cancerfacts.com

GUEST OF HONOR:
The Honorable Q. Todd Dickinson
Assistant Secreatry of Commerce and
Commissioner of Patents and Trademarks

1:30 PM - 2:00 PM **Conversation with the Commissioner** ... *an opportunity for in-depth discussions on current policies and practices of the USPTO.*

2:00 PM - 4:00 PM

SPECIAL INTEREST GROUP MEETINGS

A. ***BIOTECHNOLOGY PATENTING***
Facilitator: **Benjamin A. Adler**, McGregor & Adler, PC
This SIG reviews the important court cases of the last year that involve biotechnology patenting, analyzes trends in the Patent Office that affect biotechnology patenting, and discusses issues faced by inventors and universities when applying for patents on biotechnological inventions.

B. ***MATERIAL TRANSFER AGREEMENTS***
Facilitators: **Terry Donaghue**, Mount Sinai Hospital
Marjorie Forster, University of Maryland at Baltimore
This SIG serves as a forum to discuss challenges and solutions relating to agreements covering the exchange of research materials between academic institutions as well as exchanges between companies and academic institutions. Members of the MTA SIG serve as a resource to assist all members of the research community to develop solutions to facilitate the exchange of proprietary materials to the betterment of the research enterprise.

C. ***IP ON THE INTERNATIONAL SCENE***
Facilitator: **Jon Sandelin**, Stanford University
This SIG will be an open forum to discuss how AUTM can better serve its International members. All International members attending this Annual Meeting are invited, as well as persons interested in International issues or who wish to participate on the International Members Committee.

D. ***INDUSTRY/AFFILIATE MEMBERS***
Facilitator: **Linda S. Kawano**, Group*Optima*
This session takes place once a year at the Annual Meeting and serves as an informal means to capture the interests, suggestions, comments, advice, and expertise of affiliate members. The goals of the SIG facilitator are to encourage a lively, thought-provoking discussion and to convey the information gathered from the session to the AUTM membership and Board. Over the past three years, attendees of this session have provided meaningful suggestions to enhance the university/industry interface.

Agenda

Friday, February 25 ... cont'd

E. ***PLANTS AND PVPA ISSUES***
Facilitator: **Keith A. Johnson**, Rutgers University
This SIG is a forum for members interested in the licensing and managing of intellectual property dealing with all aspects of plants, PVP and UPV in protection and the relevant and varied angles that are contemplated licensing this kind of intellectual property.

F. ***PHARMACEUTICAL PATENTING***
Facilitator: **Warren D. Woessner**, Schwegman, Lundberg, Woessner & Kluth
This group will address concerns related to patenting and licensing new drugs, diagnostics and methods of medical treatment, including Patent Office strategy in view of recent case law, PTO reorganization and new rules.

G. ***OFFICES WITH TWO PROFESSIONALS OR LESS***
Facilitator: **Howard Hanson**, University of Notre Dame
It seems like the intellectual property rules and regulations are getting more complicated and the expectations of my university and faculty are expanding – and I'm all by myself! This SIG will give you the opportunity to discuss the issues unique to small TT offices and to network with fellow AUTM members who face the same challenges. Bring your questions and your solutions to share with the group.

H. ***CANADIAN NATIONAL CENTRES OF EXCELLENCE***
Facilitator: **Doug Gill**, University of Alberta
The Networks of Centres of Excellence (NCE) program, operated by the Canadian Government through its three granting councils, has been in existence since the early 1990s and earlier this year was made a permanent program. These networks (11 are currently active and 3 new ones will be up and going by March) are virtual research organizations which bring together multidisciplinary teams of scientists from a variety of universities to address complex problem areas strategic to Canada's future. Emphasis is on networking, scientific excellence, and technology transfer to industry.

I. ***LICENSING START-UP COMPANIES***
Facilitator: **Christopher F. Dippel**, Genetics Institute
This SIG will cover and address the relevant issues that would be necessary in dealing with licensing intellectual properties to start-up companies and also in the formation of start-up companies and the various aspects that are involved with this unique side of the technology transfer process from the university environment to the industrial environment.

J. ***SOFTWARE/MULTIMEDIA***
Facilitator: **Mark G. Bloom**, Wisconsin Alumni Research Foundation
This SIG serves both as a forum and an information source for those members of AUTM who are either actively engaged in or simply wish to learn more about the marketing and licensing of computer software and multimedia works. Topics such as marketing and licensing strategies, patent and copyright law issues, and other relevant subjects have been explored.

Friday, February 25 ... cont'd

K. ***AUTM Attorneys***
Facilitator: **Nicholas A. Goodman**, University of Arizona
This is a forum where legal professionals can discuss current legal issues relevant to university tech transfer. It is designed as an open discussion with an open agenda to allow participants to share information and experiences, to brainstorm, and to network.

L. ***Entrepreneurship***
Facilitator: **Gregg Schneider**, University of St. Thomas
This SIG serves both as a forum and an information source for those members of AUTM who are either actively engaged in, or simply wish to learn more about, aspects of entrepreneurship as they concern licensing intellectual property.

M. ***Historically Black Colleges and Universities***
Facilitator: **Tanaga Boozer**, NIST

N. ***Industry Sponsored Research Agreements***
Facilitator: **Anita Campbell**, Stanford University

O. ***Technology Transfer Systems in developing Countries***
Facilitator: **Karim M. Maredia**, Michigan State University

P. ***Japanese Tech Transfer Case Studies***
Facilitator: **Akio Nishizawa**, Tohoku University

4:00 - 7:00 PM — **First Annual Networking Fair and Technology Exchange** ... *Universities, Nonprofit Research Institutions, and Teaching Hospitals will be showcasing their technologies and will be available to meet and identify corporate partners. Industrial meeting participants will have an efficient way to circulate through the Exhibit area and make contacts with their colleagues in Universities and Nonprofit Research Institutions as well as to scout for potential licensing opportunities and other technology transfer initiatives. See the enclosed flyer and registration form for more details.*

Evening Free

Saturday, February 26

7:30 AM - 4:00 PM — AUTM Registration Desk Open

7:30 AM - 4:00 PM — Vendor Exhibit Open

7:30 AM - 8:30 AM — Continental Breakfast

Committee Breakfasts:

Outside Organizations Committee
Chair: **Ray Wheatley**, UT Southwestern Medical Center

Agenda

Saturday, February 26 ... cont'd

8:30 AM - 10:00 AM — ***Workshop Session C***

C1 **Litigation Highlights** ... *Litigation, while typically costly, time consuming and generally unpleasant, usually also serves to highlight areas of weakness in a license agreement, patent or other contract. In this session, a number of situations will be described to highlight various problem areas. Possible modifications to license and contract language to deal with these issues will also be discussed.*

Moderator: **Frances Toneguzzo**, Tufts University
Speakers: **Kathryn Doyle**, Akin Gump
Sonia Guterman, Bromberg & Sundstein
Marty Simpson, University of California

C2 **Department of Veterans' Affairs Technology Transfer Program** ... *The VA conducts research in the areas of biomedicine, rehabilitation, gene therapy, vaccines and other areas of interest to our nation's veterans. This research totals more than $1 bn. VA researchers often hold joint appointments at affiliated university medical centers. This Workshop will focus on the VA's new initiative in commercializing its inventions and how the VA will interact with its affiliates in this endeavor.*

Moderator: **Jeffrey Solash**, Virtual Consulting Group

C3 ... **Managing Relationships with Stakeholders: Communications** ... *This session will focus on how to effectively communicate with the various organizational components, including different levels of university administration and external stakeholders. Included is a discussion on how to manage these relationships and deal with the multiple agendas of the different players such as inventors, chairs, deans, grants and contracts, and vice presidents within the university. In addition, the discussion will encompass external relationships with industry, industrial counsels, political figures and bodies, and other external parties. The various tools to communicate will be overviewed describing what tool works best for different levels of administration and for different situations. In addition, this session will include the perspective of working in a large, multi-campus university and a consortium of unaffiliated universities, each where the number and diversity of players are dramatically increased.*

Moderator: **Gregg W. Kyle**, Coulter Pharmaceutical
Speakers: **C. Gordon Owen**, Nova Universities Technology
Wendy D. Streita, University of California

C4 **Engineering Technologies** ... *How can T² offices best market engineering-based technologies? This session will explore the use of prototyping and university/industry consortia as two possible answers to the question. The session is intended to be very interactive and dynamic. In fostering the lively exchange, the speakers will utilize case studies illustrating the good, the bad, and the ugly in partnership formation around engineering technologies.*

Moderator: **Christopher D. McKinney**, University of Tennessee Research Corporation
Speakers: **Arlene A. Garrison**, University of Tennessee
David P. Jones, University of British Columbia

Agenda

Saturday, February 26 ... cont'd

C5 ... **Marketing Technologies in the Physical Sciences** ... *The marketing of commercially attractive technologies in the physical sciences presents a unique set of challenges for the licensing team. In this context a team implies the technologist, the patent personnel, the licensor and the potential licensee. This session will address some of these challenges from the point of view of each of these team members. The importance of setting realistic goals, careful preparation, strategy formulation and implementation in concert with IP protection will be discussed in the context of a recent, successful licensing effort of the Oak Ridge National Laboratory. The moderator's comments will be complemented by the views of each of the team members. In addition, the forum will explore some innovative approaches for marketing technologies in the physical sciences.*

Moderator: **Ashok Choudhury**, Oak Ridge National Laboratory
Speakers: **James W. Klett**, Oak Ridge National Laboratory
Gregory A. Nelson, Quarles & Brady
Lee W. Wiechmann, POCO Graphite, Inc.

C6 ... **License Agreement Monitoring** ... *This workshop will provide a comprehensive overview of the royalty auditing process and the current issues in royalty accounting. Recommendations will be made on how to avoid traps and tips for negotiating agreements. Tips to reduce the chances of under-reported licensing revenues will be offered. Samples of licensing language will be provided.*

Moderator: **Peggy N. Halliday**, University of Utah
Speakers: **Daniel Burns**, PricewaterhouseCoopers
Peggy Moizel, PricewaterhouseCoopers
Sidney P. Rattner, Friedman Eisenstein Raemner & Schwartz
James A. Tretheway, Wisconsin Alumni Research Foundation

C7 ... **Stone Soup for the Tech Transfer Soul** ... *This session examines new growth areas in the software and microelectronics industry in the context of the convergence trend (coming together) of the significant innovations of our era (software, microelectronics, the internet & biotechnology) toward a new age of innovation - where multiple technologies will interact and enable in an aggregrate "technology soup." Understanding these changes is essential for tech transfer professionals who will forge new roles as facilitators in the mass requisite coming together of people and ideas. This session will examine and compel you to consider the institutional, business and professional challenges on the immediate horizon - in preparation for a virtual soup of new products (bioinformatics, biochips, biosensors, Internet and information technology) with new partnerships,business models, and modes of reaching markets. We will look at the forces driving these changes and anticipate the impact on intellectual property, licensing, public markets and the transfer of technologies as they converge.*

Moderator: **Tammy Cousins**, Health Research, Inc.
Speaker: **Howard Goldstein**, eBioinformatics.com

C8 ... **Return of Inventions: To Waive Rights or Not?** *How to do, differing policies.*

Agenda

Saturday, February 26 ... cont'd

Moderator: **Rose Glee**, Florida Agricultural & Mechanical University
Speaker: **Terry Young**, Texas A & M university

C9 ... **Working with the Federal Labs** ... *The U.S. federal laboratories are extremely active in technology licensing. A recent GAO study reported that from 1996 to 1998 six federal agencies (not including DOE's labs) executed almost 900 new licenses and received over $100M in royalties. This workshop looks at the technology licensing at a few of DOE's national laboratories with a goal of providing a look at similarities with university licensing offices. DOE laboratories are operated by contractors (many of which are universities) which are striving to conduct technology licensing in a business-like manner. Federal bureaucracy is a reality that many licensing organizations contend with. Obtaining and licensing patents and other IP under such conditions is a constant challenge. This workshop will introduce the licensing organizations at several such laboratories and provide an opportunity to compare and contrast from the university or industrial licensing perspective.*

Moderator: **R. Russell Miller**, Oak Ridge National Laboratory
Speakers: **Cheryl Fragiadakis**, Lawrence Berkeley National Laboratory
Stephan Lake, Argonne National Laboratory
Jon Soderstrom, Yale University

C10 ... **Anatomy of a Home Run – The Carbovir Story** ... *On October 4, 1999, the University of Minnesota announced the settlement of its litigation against Glaxo Welcome over the license to a portfolio of patents licensed to Glaxo that the University asserted covered Ziagen, an anti-AIDs drug that Glaxo began marketing in January. Glaxo paid the University $7.25 million upon settlement and agreed to a sliding royalty that could yield the University $300M over the life of the patents (the drug had $55M in sales its first 6 months on the market). Glaxo conceded validity and infringement. This is probably the largest litigation settlement (and may be the richest license) ever for a drug developed at a University. The panel will discuss the patent strategy, licensing and litigation/settlement agreement.*

Moderator: **Warren D. Woessner**, Schwegman, Lundberg, Woessner
Speakers: **Kenneth A. Liebman**, Faegre & Benson
Anthony L. Strauss, University of Minnesota

C11 ... **Material Transfer Agreements: The Double-Edged Sword** ... *Proprietary reagents and research tools can represent great value to both the academic and corporate world. Both parties need to be aware of the double-edged nature of Material Transfer Agreements (MTAs). These agreements try to reconcile the provider's desire to protect its proprietary interests, while benefiting from the recipient's research results, with a recipient's rights in the results of its research and obligations to publish, patent, or to other third parties. This workshop will address the complexities of the MTA, from the perspective of a university, a biotechnology company and the NIH. By outlining the issues, case studies and the recent NIH guidelines on Research Tools we hope to encourage lively debate on the exchange of valuable materials used in research by both academia and industry.*

Saturday, February 26 ... cont'd

Moderator: **Caroline Bruce**, The University of British Columbia and Affiliated Hospitals
Speakers: **Marian Marra**, INCYTE Pharmaceuticals
Fred H. Reinhart, Wayne State University
Mary Ann Russell, The University of Tennessee

10:00 AM - 10:30 AM Break

10:30 AM - 12:00 PM

Workshop Session D

D1 ... **Adding Value to Early Stage Technologies** ... *This workshop will look at ways to add value to your technologies prior to seeking a corporate partner whether you choose to license the technology or start a company; ideas which members of the panel have found will increase your chances of making a successful transfer. Our panel will cover the topic from the perspective of the licensing office – what can be done even with a limited budget – to the perspective of the potential venture capital investor – what do they like to see.*

Moderator: **Beverley Sheridan**, University Technologies International, Inc.
Speakers: **Wayne Embree**, Cascadia Pacific Management, Inc.
John P. Molloy, PARTEQ Innovations

D2 ... **Licensing – Lures and Perils, Can We be Influenced? Or is it an Offer "I Can't Refuse?"** ... *The panelists will discuss various factors which can bear upon licensing decisions and which may give rise to or be perceived by others to be conflicts of interest or to raise ethical questions. Because of a growing tendency for universities to accept equity positions in licensing arrangements and the potential for conflicts arising from clinical studies, particular attention will be given to aspects of insider trading.*

Moderator: **Howard Bremer**, Wisconsin Alumni Research Foundation
Speakers: **Fred H. Reinhart**, Wayne State University
Walter J. Skipper, Quarles & Brady

D3 ... **Working With Legal Counsel** ... *As a technology manager, you probably spend a significant portion of your time interacting with legal counsel, be it patent counsel, outside corporate counsel, or lawyers from your institution's General Counsel's Office. Legal Counsel can be the best resource you have, or they can be your worst nightmare. In this workshop we will explore the relationships between the technology manager and legal counsel. We will discuss areas where problems can arise and offer suggestions on how best to manage your relationships with legal counsel to ensure that they are an asset to your professional life.*

Moderator: **Janet E. Reed**, Dann, Dorfman, Herrell & Skillman
Speakers: **J. Reid Morgan**, Wake Forest University
Julie Watson

D4 ... **Gifts: Opportunity Or Threat** ... *Your director of development has just called and wants to give you the good new: "BIG COMPANY is interested in donating a set of patents worth millions. They are getting out of chemistry and getting into biotechnology. What should we do?" Or your director of strategic planning has just called you and wants to give you the good news: "We have decided to change our strategic direction. Apparently you invested in a portfolio of technologies that do not fit our new direction and are not sufficiently developed for the market. I understand that we could get a tax write off this year. What do we do?" This session will provide answers to those questions from the point of view of the university and industry.*

Moderator: **Michael J. Martin**, VTIP, Inc.
Speaker: **Jay B. Rappaport**, DuPont

D5 ... **The Arbitration Contract: Factors in Arbitration** ... *A brief introduction to and comparison among 20 different ADR processes. Arbitration and mediation and hybrids of them, each in several varieties such as "night baseball", "Medaloa," "hi-low arbitration and summary jury trials." When to convert of an arbitration into a mediation, and vice versa, along the way. A* Vocabulary of ADR Procedures, *which undertakes to define 20 or so processes and make the more significant comparisons will be presented as a handout.*

Moderator: **Tom Arnold**, Arnold White & Durkee
Speaker: **Doak Bishop**, Baker and McKenzie

D6 ... **University Spinoffs** ... *Examples of new entrepreneurial formats...what is working, what is not.*

Moderator: **Natalie Dakers**, NeuroMed Technologies, Inc.
Speakers: **G. Van Beynum**
Rudy Dekeyser, VIB Institute
Phillip Ternouth

D7 ... **What's Mine is Mine, What's Yours is Mine, and What's Ours is Mine: Coping with Inventorship Disputes** ... *Inventorship conflicts, including how each inventor will share in the revenues, can become particularly challenging to navigate when there are no legally named inventors (as is the case when unpatented biological materials are licensed) and/or when power relationships (PI/graduate student) are involved. What do you do when the chair of the department says he's an inventor, and his untenured faculty member says "he's not – but if you don't name him as an inventor, my career is ruined"? When blaming the patent attorney, or your distribution office, is not enough, come hear what others have done and add your strategies to the discussion.*

Moderator: **Karen L. Deyerle**, University of Washington
Speakers: **Douglas Curry**, ARCH Development Corporation
Jeffrey Labovitz, Harvard Medical School
Nicole Leonard, Duke University

D8 ... **On Line Issues** ... *Many of us are already using the Internet to some extent to let prospective licensees know of available technologies for commercialization. This session will present specific strategies for leveraging resources to build creative websites for marketing software and multimedia (check out BYU's site: www.creativeworks.byu.edu). Next, the*

Agenda

pros and cons for University use of shrinkwrap, clickwrap, and digital signature agreements as alternatives to traditional inked signature licenses will be presented. Finally there will be a discussion of on-line tools for educating and encouraging faculty and staff to help with the transfer of the work they created. Please come prepared to share what has and hasn't worked for you in your on-line marketing efforts.

Moderator: **Deborah W. Alper**, University of Michigan
Speakers: **W. Scott Petty**, King & Spaulding
Giovanni Tata, Brigham Young University

D9 ... **Partnership Building** ... *An update on industrial programs for working with academia.*

Moderator: **Susan Froshauer**, Pfizer, Inc.
Speakers: **John K. McDonald**, Jones & Askew
(to be named)

D10 ... **Living with the Shelby Amendment** ... *The Office of Management and Budget (OMB) received over 9,000 comments on its proposed implementing the Shelby Amendment. Obviously, there are a lot of people interested in how it will work. This workshop explores how the Shelby Amendment will impact university technology transfer in areas such as basic research, licensing of technology, patents, interferences and collaborative agreements. The history of the Amendment, OMB's current regulations, the Freedom of Information Act (FOIA), the prospects of court battles over the type of data that must be provided and methods to mitigate the adverse effects will be discussed.*

Moderator: **Ronald I. Eisenstein**, Nixon Peabody LLP
Speaker: **David S. Resnick**, Nixon Peabody LLP

11:00 AM **Golf** ... Arbor Springs Golf Club

12:00 PM - 6:00 PM Sightseeing/Free Afternoon

6:30 PM - 11:00 PM AUTM Band Party ... *The Annual AUTM Band Party ... complete with dinner, dancing, and entertainment by the AUTM Band.*

Sunday, February 27

9:00 AM - 12:00 PM AUTM New Board Meeting

Deadline Dates

Early Registrations due by:	1/17/2000
Hotel Cutoff Date:	1/23/2000
Vendor Sign-up Deadline:	1/25/2000
Cutoff for Main Attendance List	2/9/2000
Registration Cancellation Deadline	2/14/2000
On-Site Registrations Only After:	2/15/2000

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Program Participants

Benjamin Adler (A10, SIG/A)	McGregor & Adler
Deborah Alper (D8)	University of Michigan
Tom Arnold (D5)	Arnold White & Durkee
Stephen Banks (A2)	BCM Technologies
Gerald Barnett (A5)	University of Washington
Paul Betten (ET3)	Argonne National Laboratory
Doak Bishop (D5)	Baker & McKenzie
Mark Bloom (ET3, SIG/J)	WARF
David Blumenthal (B7)	Foley & Lardner
Tanaga Boozer (SIG/M)	NIST
Howard Bremer (D2)	WARF
Joe Brennan (A3)	Materials & Manuf. Ontario
Joyce Brinton (ET4)	Harvard University
David Brook (ET1)	Hamilton Brook Smith & Reynolds
Caroline Bruce (C11)	University of British Columbia
Daniel Burns (C6)	PricewaterhouseCoopers
Richard Cahoon (B3)	Cornell Research Foundation
Anita Campbell (SIG/N)	Stanford University
Glennia Campbell (A3)	Stanford University
Janet Cermak (B2)	Marsh
Linda Chao (A9)	Stanford University
Elizabeth Cherry (B2)	University of Washington
Ashok Choudhury (C5)	Oak Ridge National Lab
Bruce Clary (B6)	University of Florida
Mark Coticchia (ET6)	Carnegie Mellon University
Tammy Cousins (C7)	Health Research
Pamela Lynne Cox (ET4)	Univ. of Notre Dame Law Sch.
Richard Cox (A8, B5)	NTTC
W. Mark Crowell (ET5)	North Carolina State Univ.
Douglas Curry (D7)	ARCH Development
Natalie Dakers (A8, D6)	NeuroMed Technologies
Dominic Davison-Jenkins (B2)	Marsh
Koenraad Debackere (B5)	ETH Switzerland
Rudy Dekeyser (D6)	VIB Institute
Karen Deyerle (D7)	University of Washington
Donald Deyo (B1)	University of Pennsylvania
Q. Todd Dickinson (Plenary)	USPTO
Randy Dillon (A1)	KPMG
Christopher Dippel (SIG/I)	Genetics Institute
Terry Donaghue (SIG/B)	Mount Sinai Hospital
Kathryn Donohue (ET7)	Pepper, Hamilton
Kathryn Doyle (C1)	Akin, Gump
Nan Doyle (B10)	Genzyme
Ronald Eisenstein (D10)	Nixon Peabody
Wayne Embree (D1)	Cascadia Pacific Management
Ron Epstein (A9)	Intel Corporation
Klaus Fischer (B10)	Aventis
Marjorie Forster (SIG/B)	Univ. of Maryland at Baltimore
Cheryl Fragiadakis (C9)	Lawrence Berkeley Nat'l Lab
Maria Freire (B3)	NIH
Susan Froshauer (D9)	Pfizer
Doug Gill (SIG/H)	University of Alberta
Arlene Garrison (C4)	University of Tennessee
Rose Glee (C8)	Florida Agricultural & Mech. Univ.
Howard Goldstein (Plenary, C7)	eBioinformatics
Nicholas Goodman (SIG/K)	University of Arizona
Benjamin Griffiths (A1)	University of Wisconsin
Sonia Guterman (C1)	Bromberg & Sunstein
Peggy Halliday (C6)	University of Utah
Howard Hanson (SIG/G)	University of Notre Dame
Greg Hauth (A2)	CIBC Oppenheimer
Michael Herforth (B6)	University of Florida
Franklin Holland (ET7)	Pepper Hamilton
Ronald Howell (A2)	Washington Research Foundation
Edward Jennings (A1)	University of Michigan
Keith Johnson (SIG/E)	Rutgers University
David Jones (C4)	University of British Columbia
Patrick Jones (A5)	University of Washington
Linda Kawano (SIG/D)	Group*Optima*
Don Kirksey (ET8)	AtheroGenics
James Klett (C5)	Oak Ridge National Lab
Richard Kordal (B4)	Indiana University
Katharine Ku (ET4, B8)	Stanford University
Gregg Kyle (C3)	Coulter Pharmaceutical
Vincent La Terza (B8)	Octagen
Jeffrey Labovitz (D7)	Harvard Medical School
Stephan Lake (C9)	Argonne National Laboratory
H.S. Duke Leahey (B8)	Monsanto
Spencer Lemons (A4)	Wake Forest University
Nicole Leonard (D7)	Duke University
Kirsten Leute (ET4)	Stanford University
Jane Massey Licata (ET1, B1)	Law Offices of J.M. Licata
Kenneth Liebman (C10)	Faegre & Benson
Angus Livingston (ET3)	University of British Columbia
Donald Lucas (B3)	Procter & Gamble
James Ludwig (B4)	Eli Lilly
Martha Luehrmann (ET8)	EECS/ERL
Karim Maredia (SIG/O)	Michigan State University
Marian Marra (C11)	INCYTE Pharmaceuticals
Michael Martin (D4)	Virginia Tech Intellectual Properties
Evelyn McConathy (B5)	Dilworth & Paxton
John McDonald (D9)	Jones & Askew
Daniel McGavock (A8)	IPC Group
Christopher McKinney (C4)	Univ. of Tennessee Research
Lauren Miller (B10)	Pfizer
Russell Miller (C9)	Oak Ridge National Lab
Peggy Moizel (C6)	PricewaterhouseCoopers
John Molloy (D1)	PARTEQ Innovations
Reid Morgan (D3)	Wake Forest University
William Needle (ET2)	Needle & Rosenberg
Lita Nelsen (A6)	Massachusetts Institute of Technology
Gregory Nelson (C5)	Quarles & Brady
Akio Nishizawa (SIG/P)	Tohoku University
Gordon Owen (C3)	Nova Universities Technology
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Margaret Parr (ET1)	US PTO
Scott Petty (D8)	King & Spaulding
Robin Plumer (B10)	Wolf, Greenfield & Sacks
Christine Powaser (ET6)	BCM Technologies
Jay Rappaport (D4)	DuPont
Sidney Rattner (C6)	Friedman Eisenstein
Janet Reed (D3)	Dann Dorfman
Doug Reeve (A3)	Toronto Pulp & Paper
Fred Reinhart (C11, D2)	Wayne State University
J. Renes (A7)	
David Resnick (D10)	Nixon Peabody
Mary Ann Russell (C11)	University of Tennessee
Martha Samuelson (ET8)	Analysis Group Economics
Jon Sandelin (A6, SIG/C)	Stanford University
Gregg Schneider (SIG/L)	University of St. Thomas
Jeffrey Sheldon (A2)	University of Texas
Todd Sherer (ET4)	University of Oregon
Beverley Sheridan (D1)	University Technologies In'tl
Sandra Shotwell (ET4)	Oregon Health Sciences Univ.
Nina Siegler (B6)	Johns Hopkins University
Marty Simpson (C1)	University of California
Walter Skipper (D2)	Quarles & Brady
David Snowden (Plenary)	IBM Global Services
Jon Soderstrom (B8, C9)	Yale University
Jeffrey Solash (C2)	Virtual Consulting Group
Ashley Stevens (ET8)	Boston University
Linda Stevenson (ET4)	University of California
Anthony Strauss (C10)	University of Minnesota
Wendy Streita (C3)	University of California
Judy Stringer (B4)	Mass High Tech
Giovanni Tata (D8)	Brigham Young University
Phillip Ternouth (D6)	
Frances Toneguzzo (C1)	Tufts University
Simran Trana (B3)	University of Georgia RF
James Tretheway (C6)	WARF
Alice Um (B7)	Foley & Lardner
Dave Underhill (ET9)	Underhill Training & Dev.
Charles Valauskas (B7)	Applegate Valauskas & Rosen
G. Van Beynum (D6)	
Alan Walton (Plenary)	Oxford Bioscience Partners
Julie Watson (D3)	
John Wetherell (B9)	Fish & Richardson
Lee Wiechmann (C5)	POCO Graphite
Teri Willey (ET8, A8)	ARCH Development
Warren Woessner (SIG/F, C10)	Schwegman Lundberg
Terry Young (C8)	Texas A&M University System

AUTM 2000 Annual Meeting — *Registration Form*

February 24 - 27 • Hyatt Regency Atlanta • Atlanta, Georgia

List: _____ Confirm: _____ iMIS: _____ Payment: _____ Rec'd: _____

1. REGISTRATION INFORMATION

Name _____

First Name for Badge _____

Organization _____

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City/State/Zip/Postal Code _____

Phone _____ Fax _____

E-Mail _____

Accompanying Person's Name(s) for Badge *(additional payment required):*

_____

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New Member? If you are a new member since 3/1/99, check here: ❑

2. REGISTRATION CATEGORY

Pre-registration Policy: *To be considered pre-registered, your registration, change, or replacement must be received at AUTM by January 17, 2000 (for early payment fees) or by February 15, 2000, for the regular registration fee. After this date, all registrations will be processed at the on-site fee.* **Cancellation Policy:** *Cancellations must be received* ***in writing*** *by February 14, 2000, to qualify for a refund. A $50 administrative fee will be deducted. Walk-ins and replacements are always welcomed.*

Category	Price	Total
Prepaid by January 17, 2000		
❑ AUTM Member	$475	$_____
❑ Nonmember	$575	$_____
Paid after January 17, 1999		
❑ AUTM Member	$550	$_____
❑ Nonmember	$650	$_____
On-Site Paid after February 15, 1999		
❑ AUTM Member	$650	$_____
❑ Nonmember	$750	$_____
Other		
❑ One-Day *(any day)*	$350	$_____
❑ Student *(letter from advisor must accompany fee)*	$150	$_____
❑ Accompanying Person	$150	$_____
❑ Atlanta Tour	$55	$_____
❑ Golf	$115	$_____
Total/Registration Fees		$_____

3. GOLFERS ... *Please indicate here your handicap or average score:* _____

4. CANADA REGION MEETING ... *Please indicate here if you plan to attend the Canada Region Meeting* ❑
Note there is a $10.00 charge for this add-on program.

4. EDUCATIONAL TRACKS ... *Please indicate which Track you will be attending on Thursday morning.*

❑ Track 1 ❑ Track 2 ❑ Track 3
❑ Track 4 ❑ Track 5 ❑ Track 6
❑ Track 7 ❑ Track 8 ❑ Track 9*

** = extra fee for Track 9 - $100.00*

5. WORKSHOPS ... *Please help us determine which workshops should be assigned to specific meeting rooms by selecting the four workshops you most want to attend:*

Thursday, 3:30 PM ..... Session #A-_____
Friday, 10:30 AM ..... Session #B-_____
Saturday, 8:30 AM ..... Session #C-_____
Saturday, 10:30 AM ..... Session #D-_____

6. SPECIAL INTEREST GROUPS ... *To help us determine which meeting rooms to plan for the Special Interest Group meetings, please indicate in which group you are most interested:* Letter: _____

7. FOOD FUNCTIONS ... *Please indicate which of the following food functions you will be attending. Also indicate special requirements:*

Wednesday/Canada Reception	Yes ❑	No ❑
Thursday/Breakfast	Yes ❑	No ❑
Thursday/Luncheon	Yes ❑	No ❑
Thursday/New Member Reception	Yes ❑	No ❑
Thursday/Welcome Reception	Yes ❑	No ❑
Friday/Breakfast	Yes ❑	No ❑
Friday/Luncheon	Yes ❑	No ❑
Saturday/Breakfast	Yes ❑	No ❑
Saturday/AUTM Band Party	Yes ❑	No ❑

Special Needs: _____

8. NETWORKING FAIR & VENDORS ... *If you are planning to reserve a Vendor Booth, or an Exhibit Table for the Networking Fair, please be sure to complete and mail those registration forms to the AUTM Headquarters.*

9. PAYMENT PROCESSING

❑ Payment Enclosed ❑ American Express ❑ MasterCard/Visa

AMOUNT *(Total of sections 2, 3 & 4 above)* $ _____ Print Name *(as it appears on card)* _____

CARD NO. _____ EXP. DATE _____ SIGNATURE _____

General Information

The Hyatt Regency Atlanta is located on Peachtree Street in the heart of downtown Atlanta. The 23-story flagship atrium lobby hotel, which was a "first" in architectural design that revolutionized hotel design worldwide, is the city's premier convention facility, offering shopping in adjoining Peachtree Center, and convenient access to Atlanta Market Center, Georgia World Congress Center, Georgia Dome, Underground Atlanta, and Centennial Olympic Park.

The guest rooms are located in three towers and are equipped with remote control TVs, cable movie channels, in-room pay movies, voice mail, computer hookups, video messages and check-out, electronic door locks, iron and ironing board, AM/FM alarm clock, and hair dryer. Check in time is 3:00 PM and check out time is 12:00 Noon. Reservations must be guaranteed with a major credit card with cancellation at least 72 hours prior to arrival.

Recreational facilities include an outdoor pool and sundeck; an exercise room offering free weights, exercise cycles, steppers and stair climbers. And 15 minutes away there is an 18-hole Bobby Jones Golf Course.

There are several restaurants located in the hotel, including the **Kafe Kobenhavn** for breakfast, lunch, and dinner; **Avanzare** serving Italian food for lunch and dinner; **Polaris Revolving Rooftop Restaurant** serving dinner and offering spectacular views of the city; and in the lobby there is the **Parasol Bar** serving light fare, and **Perks**, a specialty coffee and gourmet shop, open 24 hours a day for coffee and snacks.

Points of interest near the hotel include Zoo Atlanta, Centennial Olympic Park, Underground Atlanta, Woodruff Arts Center, Martin Luther King Center, Stone Mountain Park, CNN Center, and The Margaret MitchellHouse.

Located within the hotel are several shops and many guest services, including, a business center, concierge, airline ticket counter, gift shop, laundry/dry cleaning, valet parking, multilinqual staff, currency exchange, in-room safe, safe-deposit boxes at the front desk, and soda and ice machines.

Accompanying Persons - Payment of the accompanying persons fee entitles that accompanying person to attend the Thursday evening reception and the Saturday Band Party. No badges will be issued to accompanying persons unless the fee has been paid.

Airport Transportation includes the Atlanta Airport Shuttle which departs the hotel every half hour at 20 and 50 minutes past from 6:20 AM until 7:20 PM. Shuttle fare is $10.00 per person.

Taxi fare to and from the airport is $18.00 for one person, $10.00 each for two people, and $8.00 each for a party of three or more.

You can also take the MARTA which connects to Peachtree Center providing quick and easy access directly to the airport and other areas of the city as well as its many attractions. Tokens may be purchased for $1.50 at the station.

The Accompanying Person Tour will leave from the hotel on Thursday, February 24, at 10:00 AM and return at 2:30 PM. You will have an opportunity to visit the new ***Atlanta History Center Museum***, a new museum which focuses on the history of Atlanta and is one of the largest museums devoted to urban and suburban history in the US.

The group will also tour the ***Swan House***, a dream mansion built in 1928 for a prominent Atlanta family, and the ***Tullie Smith House*** restoration, one of the few extant pre-Civil War Houses in Atlanta. Lunch will be enjoyed at the ***Swan Coach House***, once the home of the Swan House owner's horses and carriages and now a wonderful restaurant serving delightful Southern fare.

The cost per person will be $55.00. Be sure to sign up on the registration form. A minimum of 35 persons is required before this tour can be confirmed.

Golf Event - This year the Golf Event will be held at the Arbor Springs Golf Club on Saturday, February 26. Tee-off times will start at 12:00 Noon, you will leave the hotel at 11:00 AM. The cost is $115.00 per person, which includes green fees, cart, bag handling, prizes, lunches and beverages. Transportation from the hotel will be provided.

Sign up on the attached registration form and be sure to include your handicap or average score.

REGISTER BY FAX
WITH CREDIT CARD



203-847-1304
Fax line open 24 hours

REGISTER BY MAIL
WITH PAYMENT



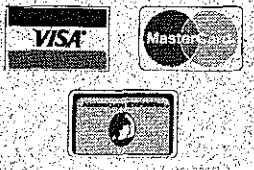
AUTM
49 East Avenue
Norwalk, CT 06851

QUESTIONS?



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Fx: 203-847-1304
autm@ix.netcom.com

Credit cards are now being accepted by AUTM for meeting registrations.



AUTM 2000 Annual Meeting
February 24 - 27
Hyatt Regency Hotel
Atlanta, Georgia

Coordinator
Kathleen A. Denis
University of Pennsylvania

Chair/Program
Robin Rasor
Ohio State University

Chair/Plenary Sessions
Ashley J. Stevens
Boston University

Chair/Educational Tracks
Catherine J. Hennings
cancerfacts.com

Co-Chairs/Arrangements

Janet E. Scholz
University of Manitoba

Anne Di Sante
Wayne State University

Sally Hines
Stanford University

Chair/Workshops
Christopher D. McKinney
University of Tennessee Research Corporation

Workshop Committee Members

Carla H. Fishman
Tulane University

Patrick L. Jones
University of Washington

John (Trey) Key
Monsanto Company

Lisa Kuuttila
University of Georgia RF

Gregg W. Kyle
Coulter Pharmaceutical

Kirsten Leute
Stanford University

Donald Lucas
Procter & Gamble Pharmaceuticals

Paul Van Grevenstein
Carleton University

Elizabeth White
Carleton University

Special Interest Group Chair
Bryan Z. Renk
Wisconsin Alumni Research Foundation

Golf Coordinator
Ray Wheatley
University of Texas

Network Fair Coordinators
Patricia Harsche
Fox Chase Cancer Center

Linda S. Kawano
Group*Optima*

Vendor Coordinator
Penny Dalziel
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