

# RURAL & INDEPENDENT INNOVATORS CONFERENCE

**JANUARY 28 – 29, 2019 | MANHATTAN, KANSAS**



Who should attend? This conference is for innovators who want to know when and how to move forward with their ideas and for businesses who want to grow through innovation.

Have an idea? Unsure of next steps? Not ready to deal with all of the technical stuff? Then attend Day 1.

Have a business and you're interested in licensing ideas for growth? Do you have a working prototype or a few product sales under your belt? Then attend Day 2.

If you're unsure where you fall in the commercialization process, or you just want to learn more, then we encourage to attend both days for this first-of-its-kind event in Kansas.

**Register**

<https://ksbdc.ecenterdirect.com/events/24437> Both Days \$85 | Day One only \$70 | Day Two only \$50

**Contact**

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Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.

Day 1 | January 28, 2019

**Opening Address: The Importance of Innovation.** Kent Glasscock, Kansas State University Institute for Commercialization

**Panel: You think that you have an innovative idea – or you are trying to get involved in innovation – how do you know whether you should move forward?** Alan Badgley, Kansas SBDC Technology Commercialization Center; Tim Carty, EMP Shield; Bret Lanz, Technology Development Institute; Tim Penner, Harper Industries

**Panel: Once you have decided to move forward, what steps do you take?** Nick Graham, Sileo Corp; Tim Haynes, FAB LAB at Independence Community College; Karl Klein, Washburn University Kansas SBDC; Rick LeJuerrne, Flow Capital, LLC

**Panel: Pulling Together Financing for Early Stage Ventures.** Trish Brasted, Wichita Technology Corporation; Joe Fiorella, Central Funding Exchange; Imogene Harris, NetWork Kansas; Doug McKinney, North Central Kansas Planning Commission

**Panel: SBIR Grants.** Tom Byler, Kansas SBDC; Bill Carey, Kansas SBDC Technology Commercialization Center; Debra Franklin, WSU Ventures

**Intellectual Property Basics.** Sara Butts, Engineering, Patents & Copyrights, Wichita State University

**Panel: Managing Risks.** Brian Dennis, Kansas SBDC Small Business Cybersecurity Center; Rick LeJuerrne, Flow Capital LLC; NetWorks Plus; USPTO

**Panel: Dealing with Pain Points: Knowing When to Call it Quits or How to Keep Moving Forward.** Trish Brasted, Wichita Technology Corporation; Bill Carey, Kansas SBDC Technology Commercialization Center; Nick Graham, Sileo Corp.; and, Pete Keegan, EMP Shield.

**Lanes of Commercialization.** Alan Badgley, Kansas SBDC Technology Commercialization Center

Day 2 | January 29, 2019

**Business Growth through International Markets.** Victor Camino, Kansas Department Of Commerce

**Round Table: Product Development, Scalability and Production.** Jim Correll, FAB LAB at Independence Community College; Fred Goertzen, Goertzen Manufacturing; Bret Lanz, Technology Development Institute; and, Tim Penner, Harper Industries

**Round Table: Accessing Markets.** PTAC; Ken Williams, K-State Institute for Commercialization

**Round Table: Financing for Later Stage Projects.** Doug Haverkamp, Central National Bank; Lyle Petersen, MidAmerica Angels; Randy Snider, USDA Rural Development

**Concluding Talk: Exit Strategies.** Karl Klein, Kansas SBDC at WU; Tom Byler, Kansas SBDC at WU

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