What would it cost you to travel to Asia to meet with the U.S. commercial representatives at our embassies and consulates in the Asia Pacific countries? For a fraction of the cost World Trade Day 2003 will bring key U.S. Senior Commercial Officers from 12 Asia Pacific countries and the Asia Development Bank to Denver on May 21 and May 22 for a full day conference. This unique World Trade Day program will give you the opportunity to hear and meet with experts from China, Japan, Korea, Australia, Vietnam, Thailand, Singapore, Malaysia, Hong Kong, Taiwan, Indonesia and the Philippines. World Trade Day 2003 will begin with an opening Gala Dinner on Wednesday evening May 21, followed by a full day conference and individual meetings with the Senior Commercial Officers on Thursday, May 22. Sponsorships for the conference and dinner are available now and interested sponsors should contact the WTC Denver for additional information and sponsor packets. Telephone: 303-592-5363, website of events: www.wtdcn.com

Are International Sales Included in Your Business Strategy for the New Year?
By Dennis R. Chrisbaum

The world we live in today is significantly different from the one our parents knew. For one thing, the world has gotten smaller! Today a small company in rural America can successfully serve customers around the world. In fact, small businesses account for 30% of all U.S. exports--a staggering $300 billion per year! The fastest growing segment of U.S. exporting companies--comprising 65% of all U.S. exporters--are firms with 20 or fewer employees, showing that size no longer is required for global business success.

If you haven't included international sales in your business plan for the New Year, now is the time for you to reconsider. Let's look at a few reasons: first, at the macro trends that have been driving trade, and then at specific reasons why your company should consider entering overseas markets.

Telecommunications. The advances in telecommunications during the past few decades have played a major role in the growth of international commerce. Twenty years ago, no company would be taken seriously by international buyers unless it had a telex number. Now telexes are rare, and faxes and email have become commonplace, making it easy to quickly exchange messages, often in real time, with clients around the world.

Transportation. International air cargo shipments have increased dramatically in recent years, while major technological advances in ocean shipping also have taken place. The result is that it is a lot easier, faster, and often less expensive to ship merchandise overseas than it was in the past.

Travel. In the first half of the 20th century, foreign travel was restricted primarily to the wealthy, a few eccentric adventurers, and...
young men we sent off to fight in foreign wars! In the 1950s it took several days to cross the Pacific, which is why Pan American Airlines had beds on its “Clipper Ships” flying those routes. Now in 24 hours, you can be almost anywhere in the world, meeting face-to-face with your business partners.

_Tariffs._ Since the end of World War II, tariffs and non-tariff barriers to trade have come down around the world. First through the General Agreement on Tariffs and Trade [GATT], then through the World Trade Organization [WTO], nations have negotiated multilateral agreements establishing the rules for international commerce, based on the belief that increased trade and investment ultimately will benefit everyone.

_Tastes._ Global tastes have become more homogeneous. World music, blue jeans, MTV and McDonalds are only a few examples of how individual tastes have lost some of their traditional, culturally ingrained characteristics. That means a larger potential market for many [culturally unmodified] products.

As the world has become increasingly “more connected,” the cost of doing businesses internationally has declined, buyers have been able to shop for the best prices on a global basis, and consumers worldwide have benefited. Companies that take advantage of these trends will thrive, while those that resist most likely will not survive. Let’s turn now to some specific reasons why your company should explore international opportunities.

_Market growth._ If you look at world demographics, you will find that 95.5% of the world’s population lives outside the U. S. [For those of you who like numbers, world population reached 6 billion in 1999, up from 5 billion in 1987, 4 billion in 1973 and 3 billion in 1960—now that’s a trend!] If you have a product or service to sell, you want to go where the buyers are and, increasingly, that is outside the United States.

_Economies of scale._ Assuming your firm has excess production capacity, it will be marginally less expensive to produce 500 units than 400 units, so your per unit cost will come down as you expand your sales into overseas markets.

_Extend product life cycle._ A product that is nearing obsolescence in this market may still be in demand in Asia or South America. Exporting that product will extend the product life cycle. Or, by licensing the technology to an overseas manufacturer, a firm could continue to generate a revenue stream through off-shore production.

_Moderate seasonal production cycles._ Any company that produces items related to the seasons—such as camping gear or ski equipment—is aware that there are two summers and two winters every year on earth. By selling seasonal products south of the equator during its off season, a company can moderate seasonal fluctuations in its production cycle—a big benefit both to the company and its employees.

_Faster growth, higher profits._ A couple of years ago, one of the big accounting firms did a study showing that exporters tend to grow 22% faster than non-exporting companies, that they have higher profits, and that they stay in business longer. Exporters are winners, by definition, because they have shown that they can "think outside the box" and successfully compete in global markets.

_Competition._ The U.S. market is extremely competitive compared to many others around the world, where market share might be easier to obtain and profits might well be higher. So, due to increased competition within the U.S. [from either foreign or domestic companies, or both], a firm might decide it needs to enter other markets in order to grow its business and remain competitive, even at home.

_Fun._ Part of life is having fun, even at work! It probably will be a lot more fun for you to visit your new distributor in Paris, than your long-time distributor in some neighboring state. It’s fun to learn about different cultures, to make friends with people from other countries, and to try unusual, often exotic, foods. Not only is international trade fun, but it can bring the world closer together. People that trade together have a good reason--namely, their own mutual self-interest--not to fight one another.

International trade can benefit everyone, by lowering costs, establishing friendships, and making economies and companies more productive and competitive. Have you included international sales in your business strategy for the New Year? If not, please feel free to give me a call to discuss how you can get started.

Dennis R. Chrisbaum is the Regional Manager of International Trade Programs for the U.S. Small Business Administration, based at the U.S. Export Assistance Center in Denver. He covers Colorado, Wyoming, Utah, and New Mexico and may be reached at 303.844.6623 x 18; email: dennis.chrisbaum@sba.gov.

(Continued from page 1, International Sales)
TWO NEW REPORTS FOCUS ON INNOVATION AND SMALL BUSINESS

Research and development expenditures by America's universities are a primary driver of small business formation and new jobs according to a new study by BJK Associates. Titled The Influence of R&D Expenditures on New Firm Formation and Economic Growth, the study was jointly commissioned by the Office of Advocacy, the National Commission on Entrepreneurship Leadership.

The authors examined a number of socioeconomic factors that could drive new firm formation and job creation in the labor market areas surrounding research universities. Once the researchers controlled for these variables, they concluded that the lag between university R&D investments and local new firm formation is the most significant at two years. Moreover, they fund that these effects last as long as five years.

The research also determined that new firms form around university research activity centers much in the same way as they form around local industry clusters. The authors attribute this formation to information "spillover," which is most important in knowledge-based industries.

A second study published by the Office of Advocacy in October 2002 is E-Biz.com: Strategies for Small Business Success, by Joanne H. Pratt Associated. The study found that small businesses continue to embrace Internet technology, and smaller niche businesses are covering their website costs with increased revenues.

The report documents current trends in small business e-commerce and generates new statistics based on interviews conducted by the executive interviewing group of the Gallup Organization. The study also found that 65% of small, niche firms make a profit or cover the costs of their websites, and the smallest firms (those with fewer than 10 employees) benefit the most from their online presence.

"The Internet offers unparalleled opportunities for small business by developing imaginative ways to conduct e-business," said Joanne Pratt. "As these trends accelerate, so too will small businesses' role in the virtual economy."

For more information: The full text of both reports is available on the Advocacy website at www.sba.gov/advo. Paper and microfiche copies of all Advocacy reports are also available for purchase from the National technology Information Service at (800) 553-6847 or through the NTIS website at www.ntis.gov. Please cite the following order numbers: Influence of R&D Expenditures: PB2003-100698; E-Biz Strategies: PB2003-100131.

REPORT ON RENEWABLE ENERGY RESOURCES ON PUBLIC LANDS

Golden, CO -As part of efforts to advance the President's National Energy Policy, the Department of the Interior's Bureau of Land Management and the Department of Energy's National Renewable Energy Laboratory today announced the availability of a new report that identifies and evaluates renewable energy resources on public lands. The report, titled "Assessing the Potential for Renewable Energy on Public Lands," will help federal land managers make decisions on prioritizing land-use activities that will increase development of renewable energy resources on public lands in the West (except Alaska). The report studied resources on BLM, Tribal and Forest Service lands.

The sources of renewable energy addressed in the report include wind, solar (photovoltaic and concentrating), biomass and geothermal energy.

A copy of the report can be obtained from the Internet at http://www.nrel.gov/docs/fy03osti/33530.pdf.

TECHNOLOGY TRANSFER MANUAL

The Association of University Technology Managers, the nonprofit group for academic technology transfer professionals, announced the release of the AUTM Technology Transfer Practice Manual, Second Edition at the AUTM Annual Meeting, February 6-8 in Orlando, Florida.

The Technology Transfer Practice Manual is a resource for IP professionals of all levels - newcomer to seasoned pro. It's packed with the practical information and continuous education that is essential in the management of the ever-evolving academic technology transfer office. Filled with more than 70 samples policies, agreements and forms, the nuts-and-bolts manual is the source for answers and solutions to almost every situation or question a tech transfer professional encounters on any given day.

Topics include: IP transfer mechanisms at universities, inventor's role and IP rights in the technology transfer process, license agreement royalty auditing, principles and guidelines for recipients of NIH grants and contracts, strategies for technology commercialization and business incubation strategies, start-up and equity primer, working with federal labs, a systematic approach to technology marketing, and pricing the IP rights to early-stage technologies.

AUTM is now taking orders for the Technology Transfer Practice Manual. To request your copy, contact AUTM Headquarters at (847) 559-0846; email autm@autm.net or visit the Web at http://www.autm.net. The four-volume manual costs $450 for AUTM members and $700 for non-members.
CERIENCE ANNOUNCES MOBILE DOCUMENT SOLUTION

Cerience Corporation (www.cerience.com) today announced the release of its RepliGo document mobility software. RepliGo converts Microsoft® Office documents, Adobe® PDF files, Web page, and hundreds of other document types into replicas of their original documents for viewing and printing on Palm OS and Pocket PC handheld devices.

RepliGo’s unique document understanding technology allows for quick transformation of PC-based documents into mobile documents that maintain their original look and feel when viewed on a handheld device. This innovative software preserves the integrity of the original document and incorporates features like advanced zooming and text wrapping, which eliminates the tedious horizontal scrolling typically needed to read documents on small screen devices. All content such as fonts, charts, graphics, images, and tables can easily be viewed with a streamlined document navigation interface.

RepliGo relies on patent-pending software, which lays the groundwork for a new era of document mobility.

“We are excited to launch this product,” Formanek adds. “A tremendous amount of engineering and testing has gone into this solution. We have formulated one of the most advanced approaches to document mobility currently available.”

About Cerience: Cerience Corporation is a leading innovator of automated document conversion and management software for handheld computers. Founded in 2000, Cerience creates solutions that enable conversion, viewing, printing, transporting, and managing of documents of any type on a wide variety of handheld devices.

Cerience has been a member of the Fort Collins Business Incubator for just over one year.

[Source: Press@cerience.com]

COLLABORATIVE RESEARCH MAY TREAT SERIOUS INFECTIONS

Fort Collins & Denver- A collaborative research project conducted by a Colorado State University veterinarian and two Boulder scientists with Rose Biomedical may lead to new medical technology for reducing the number of serious infections suffered each year by millions of both animal and human patients.

Dr. William Dernell, associate professor at Colorado State University's Animal cancer Center and Steve Frank and Ammon Balaster, scientists working with Rose Biomedical in Denver, have the first study underway using a rat model. The project will test the efficacy of a new antimicrobial treatment for serious, established infections that are the result of major surgery or long term medical treatment.

"The potential for application to human healthcare products to prevent and treat infectious is significant," said Ken Weil, president of Rose Biomedical. "We can see human applications that range from indwelling catheters to more effective wound treatment."

If successful in the initial study, the technology will be further tested at Colorado State's Animal Cancer Center to assess how well it works in reducing infections in dogs that have undergone limb spare surgery to remove and replace cancerous bones.

"To prolong their lives, dogs with bone cancer often require the removal of the cancerous bone and use of a replacement rod," said Dr. Dernell. "Unfortunately, about 50 percent of these dogs suffer post surgical leg infections where systematic antibiotics may have limited effectiveness. In human cancer patients, the rate is between 20 and 25 percent."

Dernell explained that, in these cases, most of the infections are deep in the tissues and are of mixed origin.

(Continued on page 11)

The fourth quarter of 2002 showed a 145 percent increase from the third quarter of 2002 in venture capital investments in Colorado according to the PricewaterhouseCoopers/Venture Economics/National Venture Capital Association MoneyTree Survey. The total invested in Colorado in the fourth quarter of 2002 was $116 million, which is a 42 percent decrease compared to the $199 million invested in the fourth quarter of 2001. A total of 17 companies received funding in Q4 2002 compared to 14 in the prior quarter.

"Colorado venture capital investments for 2002 totaled $547 million," said Matt Kosmicki, Technology Partner for PricewaterhouseCoopers, Denver. "This is a 61 percent decrease from the $1.4 billion invested in Colorado during 2001. The Industrial/Energy sector received the largest share of funding with 27 percent ($149 million) of the 2002 total investments followed by 19 percent ($102 million) invested in the Software sector."

The biotech industry lead Q4 2002 investments receiving a $40 million investment in Pharmion Corporation, a Boulder based distributor of pharmaceutical products. The software sector ranked second with investments totaling $25 million, which included $16 million in CreekPath Systems, Inc., a Longmont-based company, which develops advanced technology solutions for managed storage services. Another software company, Datria Systems, Inc., based in Englewood received $7.5 million. Datria develops speech-to-data products aimed at mobile computing environments.

Technology Community Page 4
CALL FOR NOMINATIONS 2003 NATIONAL MEDAL OF TECHNOLOGY

Commerce Secretary Don Evans issued the Call for Nominations for the 2003 National Medal of Technology awards, the nation’s highest honor awarded by the President to America’s leading technological innovators. In making the announcement, Evans underscored the continued importance of innovation to America’s economic and homeland security.

Nominators should to consider the high-impact contributions that colleagues, mentors or associates have made in areas such as:

- Technology Product and Process
- Technology Management and Policy
- Technology Concepts
- Technology and Human Resource Development
- Environmental Technology

The deadline for submitting 2003 nominations will be May 23, 2003, and for the first time in NMT history, nominations should be submitted by e-mail. Nomination forms and guidelines may be downloaded from the National Medal of Technology Web site at www.ta.doc.gov/medal.

Established by an act of Congress in 1980, the Medal of Technology was first awarded in 1985. The Medal is given annually to individuals, teams, or companies for accomplishments in the innovation, development, commercialization, and management of technology, as evidenced by the establishment of new or significantly improved products, processes, or services.

Questions should be addressed to Mildred Porter, Director, National Medal of Technology, U.S. Department of Commerce, 1401 Constitution Avenue, N.W., Room 4226, Washington, D.C. 20230, Tel: 202-482-5572, or by e-mail: nmt@ta.doc.gov.

NASA TECHNOLOGY TO LICENSE: BODY FLUIDS MONITOR

NASA is seeking partners to license the Body Fluids Monitor for commercialization. This invention relates to a process and apparatus for determining amounts of body fluids in a subject using bioelectrical response. Based on circuit components, the total blood volume and the total plasma volume of a subject may be calculated utilizing a sequence of measurements and processing steps. NASA originally developed this device to measure the loss of fluids from astronauts during space flight.

This invention has several advantages over other methods. Its noninvasive nature allows the assessment to be repeated quickly and safely. Other invasive methods are time-consuming and cannot be repeated until the diluting substance leaves the body. Additionally, the nonradioactive nature of this invention does not put the subject at an increased risk due to the use of radioisotopes. Total blood volume may be assessed. the measurement error and accuracy of this technique is similar to current clinical standards (dilution techniques). The accuracy of the assessment of total body water and extracellular fluid volume is greater with this method than with previous bioimpedance methods.

This process may be used in both research and clinical settings to determine an individual's hydration level. It may also provide a convenient, lightweight system and method for use in medical clinics and health and exercise clubs for monitoring an individual's body mass and percentage of body fat. In addition to providing an accurate electrical circuit representation of the human body, this technology may find applications in the assessment of cerebral and other regional blood flows, muscle mass of the upper and lower limbs, cardiac output, bone mineral content and total (Continued on page 11)

COMMERCE DEPARTMENT ANNOUNCES PLAN FOR MODERNIZATION OF TECHNOLOGY AGENCIES

U.S. Secretary of Commerce Don Evans announced today that he will propose to modernize the structure for the Department’s formulation of technology and telecommunications policy. The new structure will combine the Technology Administration (TA), the National Telecommunications and Information Administration (NTIA), and the e-commerce policy functions of the International Trade Administration (ITA) into one consolidated and well-coordinated agency.

Under the new organizational structure being proposed, the Under Secretary for Technology would oversee the new agency that would focus on a range of issues including technical standards, spectrum management, and technology and e-commerce policy issues.

The proposed changes will require Congressional approval. [source: http://www.ta.doc.gov/GovReleases/DOC_030213.htm]
Savings A Result Of Foregone Regulatory Compliance Costs In FY 2002

American small businesses enjoyed an additional $21 billion to invest in jobs, equipment, or access to health care from savings accomplished last year, due to the efforts of the Office of Advocacy of the U.S. Small Business Administration. That money would have gone to comply with overly burdensome federal regulations had not Advocacy worked with federal agencies to find effective and less burdensome regulatory alternatives.

“Many federal agencies have demonstrated a commitment to implementing the Regulatory Flexibility Act,” said Thomas M. Sullivan, Chief Counsel for Advocacy. “We work with them to consider the impact their proposed regulations have on small business. By choosing less burdensome alternatives they are able to meet regulatory goals without endangering job-creating small businesses,” he concluded.

The money small businesses keep is available for owners to invest in their businesses and communities. The FY 2002 savings could represent a purchase of over four million computer workstations, or employment of close to 500,000 new workers.

Compliance cost savings include $250 million through the IRS decision to allow certain small businesses to use the cash rather than accrual method of accounting.

The forgone compliance costs, as well as an overview of federal agency adherence to the law requiring consideration of regulatory alternatives, are detailed in the Annual Report of the Chief Counsel for Advocacy on Implementation of the Regulatory Flexibility Act, Fiscal Year 2002.

For more information, visit the Office of Advocacy website at www.sba.gov/advo or call the regional advocate Jim Henderson at (303) 844-0503.
Over the past several months, there have been a number of organizational changes and restructuring initiatives across the Department of Education (ED). One outcome of these events was the archiving of the former ED Small Business Innovation Research (SBIR) Program's website.

We are pleased to inform you that the Department launched a new ED SBIR website.

The new URL is as follows:
http://www.ed.gov/offices/IES/SBIR/

Most of the information from the former website has been updated or revised. It includes: information on FY 2003 Program Announcements and SBIR Conferences, general background information on the SBIR program, hyperlinks to the recent "SBIR Policy Directive," participating ED Program Offices and Award Levels, Historical Statistics on the ED SBIR Program, and FY 2003 Grant and Contract Solicitation dates and access information. The section on awards is under transition and redevelopment.

NEW & IMPROVED WEBSITE
DEPARTMENT OF EDUCATION SBIR

A National Science Foundation This InfoBrief presents summary statistics from the 2000 cycle of the National Science Foundation's (NSF's) annual Survey of Industrial Research and Development. The survey results show that companies spent $199.5 billion on research and development (R&D) that they performed in the United States during 2000, up 9 percent over the 1999 figure. Company funding of R&D continued to increase, as it has each year since 1953, rising from $160.2 billion in 1999 to $180.4 billion in 2000—13 percent increase.

Federal funding of industrial R&D was $19.1 billion in 2000 compared with $22.5 billion in 1999. After adjusting for inflation, total industrial R&D rose 7 percent, company-funded R&D rose 10 percent, and federally funded R&D fell 17 percent. Summary statistics from the 1999 and 2000 surveys are compared in table 1.

R&D Funds by Sector
Company and other funding of industrial R&D increased 13 percent to $180.4 billion in 2000; Federal funding fell 15 percent to $19.1 billion.

Manufacturing industries performed $110.8 billion, or 61 percent, of company-funded industrial R&D in the United States during 2000. The amounts of company-funded R&D reported by top R&D-performing manufacturing industries are indicated below.

- motor vehicles, trailers, and parts, $18.3 billion
- pharmaceuticals and medicines, $12.8 billion
- semiconductor and other electronic components, $12.8 billion
- communications equipment, $11.2 billion
- navigational, measuring, electro-medical, and control instruments, $10.1 billion

Companies classified in the non-manufacturing industries performed $69.7 billion, or 39 percent, of company-funded industrial R&D in the United States during 2000. The amounts of company-funded R&D reported by top R&D-performing non-manufacturing industries are indicated below.

- wholesale and retail trade, $25.0 billion
- software publishing, $12.6 billion
- scientific R&D services, $9.7 billion
- computer systems design and related services, $4.9 billion
- finance, insurance, and real estate, $4.0 billion

Full brief & links to statistical tables:

U.S. INDUSTRIAL R&D EXPENDITURES AND R&D-TO-SALES RATIO
REACH HISTORICAL HIGHS IN 2000
by Raymond M. Wolfe

According to M.C. Roco, NSF Chair of the National Science and Technology Council’s subcommittee on Nanoscale Science, Engineering and Technology, “the emerging fields of nanoscale science, engineering, and technology – the ability to work at the molecular level, atom by atom, to create large structures with fundamentally new properties and functions – are leading to unprecedented understanding and control over the basic building blocks and properties of all natural and man-made things.”

An NSF report summarizing the FY20003 funding request for nanoscale science engineering and technology research and development in ten federal departments and independent agencies is at

According to the report, the NNI “focuses on long-term research on the manipulation of matter at the atomic and
CPIA Meeting Features Presentations by CTEK and REO

Mike Murphy of CTEK and Scott Knollenberg of Research Electro Optics (REO) were featured speakers at the first quarterly meeting in 2003 of the Colorado Photonics Industry Association (CPIA). The presentations were followed by a tour of the new REO facilities.

Formerly called Boulder Technology Incubator, CTEK was founded in 1989 as a not-for-profit business incubator to provide assistance to start-up companies in Boulder County. The internationally recognized organization has demonstrated a success rate of 70%. Photonics companies such as Bosonics, PanOptic Vision, and CDM Optics have prospered under the guidance of the organization.

CTEK supplies facilities and business services to its clients. It has long been noted for its advisor services. CTEK has more than 600 advisors, mentors, and experts who contribute many of their services on a pro bono basis. In addition, CTEK provides partner services and an affiliated angel club, the CTEK Angels.

Because CTEK is a not-for-profit organization, monthly rent rates and other fees are modest. Many of the fees are tied to the company’s success. The fee structure is set up with the intent of helping companies reach profitability as soon as possible.

Part of CTEK’s effectiveness as an incubator is tied to the criteria it has established for clients, which are as follows:

- They must have an innovative product with sustainable differentiation;
- The company must be product-based rather than a consultant or reseller;
- The business model must be sustainable and profitable;
- The company must have an entrepreneurial nature;
- The leadership must be committed to drive the company to grow to next stage;
- The management team must demonstrate the ability to listen;
- The company must have at least one full-time person;
- The company must be able to self-fund in 6-12 months;
- The company must be attractive to CTEK advisors working on the project.

Additional information about CTEK can be found at <www.ctek.biz>.

Research Electro-Optics, Inc. (REO) is an ISO 9001:2000 certified company that manufactures world-class optical components, optical sub-assemblies, thin film coatings, and Helium-Neon lasers. The company is widely recognized as a market and technology leader in the fabrication of superpolished substrates and ion beam sputter deposition of low loss thin film coatings. Founded in 1980 as a division of Particle Measuring Systems, REO was spun off as an independent company in 1994. REO has prospered because of its diversification. No business segment currently accounts for more than 27% of REO's current sales. REO moved into a new 107,000-square-foot facility (with a 30,000-square-foot class 100/1000 clean room) in January of 2002 and is uniquely positioned to grow in all of its core markets.

The major markets served by REO include semiconductor manufacturing equipment, laser components, telecommunications, defense and aerospace, helium neon lasers, microcontamination instrumentation, and scientific research.

REO’s core technologies in providing products and services to these markets are optical fabrication, superpolishing, thin film coating, ion beam sputtering, adhesive-free bonding, multifunction micro-optic assemblies, state of the art metrology, laser manufacturing, helium-neon lasers, and high-volume automated cleaning.

Standard products provided by REO include prisms, superpolished substrates, beamsplitters (polarizing and non-polarizing), etalons (solid and air-spaced), waveplates and prism-based retarders, multifunction-optical assemblies, superior performance anti-reflective (Ar), high reflective (Hr) and broadband coatings, Indium Tin Oxide (ITOo), and metal films helium-neon lasers (543nm, 594nm, 612nm, 633nm, infrared, and tunable).

Additional information about REO can be found at <www.reoinc.com>.
Homeland Security and the Environmental Industry

At the end of January, the Colorado Environmental Business Alliance (CEBA) hosted a breakfast briefing on Homeland Security and the Environmental Industry. The response to the event expressed the timeliness of the topic.

There is a strong correlation between the environmental industry and the growing concern for homeland security issues. The relationship is clearly seen in issues such as water treatment and hazardous waste. However, there is also extensive crossover in alternative energy and energy efficiency, in monitoring equipment, in quality consulting and much more.

Presenters at the Environmental Industry and Homeland Security briefing were Barbara Benoy and Jim Peterson from EPA Region 8 and Dave Stewart from Stewart Environmental (a CEBA member). Barbara and Jim addressed the role that EPA is playing in Homeland Security issues and some of the emerging governmental regulations.

Dave Stewart presented on an all to frequently overlooked issue: the importance of organizational structure and culture in successfully implementing security systems. Dave stressed that while technology is an essential element in any security system, equally important is creating a culture within the organization, which will constantly and effectively implement the technology. An example Dave sited, was installing an expensive, modern security system at the front door, and then the workers propping it open with a brick.

CEBA will be hosting a series of other programs focused on the environmental industry and homeland security this year. Watch for upcoming events and please feel free to contact us with ideas.

The Colorado Environmental Business Alliance 2002 Annual Report will be available March 15, 2003. If you are interested in receiving a copy please contact Sonia Kobrinsky at sonia-ceba@attbi.com and one will be mailed to you. Thank you for your ongoing support of CEBA.

March Meeting to Feature Winners of Socially Responsible Venture Fair

Cospromors
- Investors Circle
- Pax World Funds
- CapitalResponse Group

Supporting Organizations
- University of Colorado Business Advancement Center (CUBAC)

Colorado Environmental Business Alliance
March 11, 2003, 5:15 PM
Denver Marriott City Center, 1701 California Street

The Rockies Venture Club is pleased to present an extraordinary afternoon and evening, which will feature the frequently talked about - but perhaps not well-understood - topic of socially responsible investing. During the afternoon, the RVC will host a special Venture Fair for socially responsible enterprises seeking funding. Selected and prescreened companies will present their business plans to a panel of socially responsible investors. Two winners will be selected to participate on the panel presentation at the dinner meeting. Also on the evening program will be two investors from the Venture Fair. These experts have been tasked with defining the industry, who qualifies as a socially responsible company, and what are the investment opportunities. For entrepreneurs in the audience, they will also share insights on how and why the winners were selected.

This is a "don't miss" program for those who want to understand this exciting industry whose time to shine has come!

Cost: $35.00 Members, $45.00 Non-Members, Day of Event, $10 more

March Workshop (prior to Dinner Program)
Part three in a five-part series:
Marketing plans: Having a great product or service is not enough!

Tuesday, March 11, 2003 3:30 PM
Denver Marriott City Center, 1701 California Street

In this interactive workshop, you will learn how to create a marketing plan which will act as a roadmap for your company’s success. Some of the topics to be discussed are: hiring the right people; developing pricing strategies; selecting distribution channels; creating advertising and public relations strategies; and identifying the best product mix.

Cost: $25

Register online at www.rockiesventureclub.org, or call the RVC office at 303.831.4174.
SBIR Proposal Preparation & EPA Solicitation Workshop SCHEDULED FOR MARCH 20, 2003

SBIR provides financial support to small firms for innovative research that meets federal agency research interests and has commercial potential for the firm. The Colorado FAST program will present a workshop on March 20 to help Colorado companies learn how to prepare a competitive SBIR research proposal. Phase I proposal preparation training will be delivered by Randy Dipner and Mark Henry of PBC, Inc., a Colorado-based firm specialized in SBIR proposal development.

The workshop, open to any company interested in SBIR, is of special interest to companies involved in development of environmental products and services. The Environmental Protection Agency will issue four SBIR solicitations that open March 27, 2003 and close May 23, 2003. (1) Monitoring and Control of Air Pollution, (2) Technology Solutions for Western USA Environmental Problems, (3) Building Decontamination, and (4) the Regular Solicitation. James Gallup, EPA-SBIR Program Manager, Washington, D.C., will provide an overview of the EPA program. Speakers from Region 8 will discuss research topics with particular relevance to Colorado: Mining, Coal Bed Methane and Chronic Wasting Disease.

EPA awards Phase I fixed-price contracts of up to $70,000 for 6 months of research to test and demonstrate technical feasibility of a proposed research project. A successful Phase I project positions the firm to compete for Phase II funding of up to $225,000 for a period of performance typically 1 year. Attendees will have the opportunity for one-on-one meetings with presenters from EPA and PBC, Inc.

MARCH 20, 2003
Red Rocks Community College - Lakewood, Colorado
8:00 – 8:30 Registration and Networking
8:30 – 10:15 EPA SBIR Presentation
10:30 – 12:15 Proposal Preparation Training
12:15 Lunch and Networking with opportunity for one-on-one Meetings until 3:00 p.m.
Registration $10 – Includes Lunch
On-line Registration Required at:  
http://www.regonline.com/?7669

Sponsored by:
CU-Business Advancement Center
Lakewood Small Business Development Center
Colorado Environmental Business Alliance
Environmental Protection Agency
Additionally, most dogs have undergone cancer surgery have already been treated with a course of antibiotics while undergoing chemotherapy. "So there is already something of a resistance to some antibiotics," Dernell added.

This new method for treating these hardy, consistent infections involves driving the antibiotics deeper into the affected tissues so that it can attack the bacteria more directly. Other methods have proven less effective because they can't fully penetrate into damaged tissues where the blood supply has become poor.

Rose Biomedical partners with companies, medical professionals, and inventors to develop and commercialize medical product that improve the quality of care while reducing healthcare costs. Over the past 5 years, Rose Biomedical has worked with partners to secure over $14 million in funding, develop and refine products, conducts clinical research, publish academic data, establish patents and intellectual property, and license and commercialize products.

The U.S. Department of Commerce's Technology Administration today released two reports on improving economic data for the space industry and promoting the development of new markets in space. The reports, conducted through the Office of Space Commercialization, address critical issues affecting the future of space commerce activities and are part of ongoing efforts by the Department to identify technology opportunities and encourage investment in commercial uses of space.

The first report, titled "Space Economic Data," was prepared for the Department of Commerce by Dr. Henry R. Hertzfeld of the Space Policy Institute, George Washington University, and offers recommendations for making space economic data more accurate, reliable, and available. An October 2001 Workshop on Space Economic Data, sponsored by the Department of Commerce's Office of Space Commercialization and the Space Policy Institute, contributed key information to this report. Increasing the availability and quality of data about existing and potential space markets aids U.S. economic growth by facilitating the decision-making efforts of private sector entrepreneurs, customers, and investors, as well as the efforts of government officials working to promote business development.

The second report, "Market Opportunities in Space: The Near-Term Roadmap," was prepared for the Department of Commerce by DFI International. The report presents a historical look at the growth of the space industry and captures the key themes presented during a November 2001 workshop. The workshop, co-sponsored by the Department of Commerce, Office of Space Commercialization; the Space Transportation Association; and the Space Enterprise Council administered by the U.S. Chamber of Commerce, offered perspectives on potential space markets including cargo delivery, tourism, biotechnology, pharmaceuticals, power generation, and media. The Market Opportunities in Space report and workshop continues the dialogue among traditional space companies, entrepreneurs, investors and non-space entities. Additional details from the workshop that contributed to this report can be found at http://www.ta.doc.gov/space/library/workshops/2001-11-07/.

On-line copies of the reports are available at the Office of Space Commercialization Web site, http://www.ta.doc.gov/space. For hard copies, please call the publications request line at (202) 482-3037.

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Reports Reaffirm Department's Commitment to Reduce Barriers to Market Growth

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