

CLEAN TECHNOLOGY RESOURCE CENTER

S B D C Small Business Development Centers
P E N N S Y L V A N I A Helping businesses start, grow, and prosper.

Forum Sponsors:



The **Clean Technology Resource Center** helps businesses develop and commercialize technology products, goods, services, and processes that use renewable energy sources.

Main Office: Penn State Small Business Development Center
The 329 Building, Suite 311, University Park PA 16802

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PENNSYLVANIA CLEAN TECHNOLOGY FORUM

Small Business Opportunities in a Growing Market

MARCH 28, 2011
HARRISBURG, PA 17101

www.pasbdc.org/cleantechforum

PENNSYLVANIA CLEAN TECHNOLOGY FORUM

Monday, March 28

- 10:00 AM Registration & Exhibitor Set-up
- 11:00 AM Welcome – Heather Fennessey
- 11:15 AM **Panel 1: Clean Technology Services: How to Get Started**
Michael Matotek, Open Sky Energy
Paul Spiegel, P.E., LEED AP, Practical Energy Solutions
Michael Napolitan, P.G., Taylor GeoServices, Inc.
- 12:15 PM **Lunch & Keynote Address**
James Gambino, VP of Ben Franklin Technology Partners of Southeastern PA & Team Leader for the Greater Philadelphia Innovation Cluster (GPIC)
- 1:15 PM **Panel 2: Implementing Clean Technology at Small Companies**
Lynn Hocker, Whispering Creek
Eugene Moffatt, Star Class, Inc
Al Renzi, Yellow Springs Farm
Morrill Curtis, Windview Farm
- 2:15 PM **Panel 3: Commercializing Clean Technology**
William Goldner, U.S. Department of Agriculture
Kelly Wylam, Innovation Partnership
Karina Edmonds, PhD, U.S. Department of Energy
- 3:15 PM **Panel 4: Financing**
Bernard C. Linn, Jr, U.S. Department of Agriculture
Matthew Karnell, Dept. of Comm. & Economic Devel.
John Johnston, Ben Franklin Technology Partners
Valerie Gaydos, 51st Associates, LLC
- 4:15 – 6 PM **Clean Tech Exhibition / Networking & Reception**

James Gambino, VP of Ben Franklin Technology Partners of Southeastern PA & Team Leader for the Greater Philadelphia Innovation Cluster (GPIC)

James Gambino is Vice President of Technology Commercialization: Physical Sciences for Ben Franklin. The Technology Commercialization Group creates pathways to commercialization for companies and researchers by building consortia with universities, government and private partners. James is responsible for developing and managing Ben Franklin's regional energy strategy, seeded with funding from the Commonwealth's Alternative Energy Development Program. He represents Ben Franklin in the Greater Philadelphia Innovation Cluster for Energy Efficient Buildings (GPIC), as Leader for Deployment, Demonstration and IP Management.

James has successfully commercialized high value disruptive technologies across multiple markets as a senior executive in multinational companies, joint ventures, and start-ups. Prior to joining Ben Franklin, James was Vice President and CTO at Elementis Specialties, Inc., a specialty chemical company, where he was responsible for research and development, new business development, and licensing. Jim is also a board member of the T.C. Chan Center for building energy and technology at the University of Pennsylvania.

James earned his Bachelor of Science degree in Chemical Engineering from the Polytechnic Institute of New York, and completed the Business Management Executive Program at the University of Pennsylvania's Wharton School.

Keynote Speaker

Featured Panelists

Paul D. Spiegel, P.E., LEED AP, *Practical Energy Solutions*

Paul is President of Practical Energy Solutions of West Chester, PA, which he co-founded in March of 2006. The company works with businesses, schools, and municipalities to help the people that manage and occupy the buildings assess the energy consumption, and implement programs and strategies to reduce their energy costs and their environmental footprint. The company client base includes regional, national, and multi-national owners of commercial facilities, including Sikorsky Helicopter, Bentley Systems, and ING, as well as numerous municipalities and classroom buildings and dormitories for public & private schools. Paul has over 25 years of experience in the engineering, design, and construction business in Pennsylvania, is a licensed professional engineer, a LEED (green building) Accredited Professional, and has a degree in Economics from the University of Delaware. He is a part time professor in the Department of Civil and Environmental Engineering at Temple University, and serves on the following boards and committees: Westtown Sustainability committee, Smart Energy Initiative of Southeastern PA (board member and Executive Committee member), and served on the Steering Committee for the Chester County Greenhouse Gas Reduction Task Force. He is a senior member of the Association of Energy Engineers and is a member of the Delaware Valley Green Building Council.

Bernard C. Linn, Jr., *Business Program Specialist, U.S. Dept. of Agriculture*

Bernard Linn is a Business Program Specialist at the USDA Rural Development State Office in Harrisburg, PA, and has over 31 years of service with USDA. Linn received B.S. and M.Ed. Degrees in Agricultural Education from the Pennsylvania State University. As a Business Program Specialist he is involved in Specialty Lending, and is the lead contact in Renewable Energy, Value-Added Producer Grant and Cooperative Development programs for the Pennsylvania Rural Development.

Matthew J. Karnell, *Dept. of Community & Economic Development*

is the director of the Commonwealth Financing Authority (CFA) Programs Division for the Department of Community and Economic Development (DCED). The CFA administers Pennsylvania's economic

stimulus packages, including the Alternative and Clean Energy Program and the Renewable Energy Program, which provide financial assistance in the forms of grant and loan funds to promote the use of alternative energy in the Commonwealth. The goal of DCED is to foster opportunities for businesses and communities to succeed and thrive in a global economy, thereby enabling Pennsylvanians to achieve a superior quality of life. Mr. Karnell was previously the manager of Grasso Holdings LLC, a real estate investment firm in Philadelphia, PA. He is appointed to the Pennsylvania State Registration Board for Professional Engineers, Land Surveyors and Geologists which regulates the practice, licensure and registration of engineers, land surveyors and geologists in order to safeguard life, health and property and promote the general welfare. Mr. Karnell is also a member of Lambda Alpha International, an Honorary Society for the Advancement of Land Economics. He is a 2002 graduate of St. Vincent College in Latrobe, PA and currently resides in Harrisburg.

Valerie Gaydos, *President, 51st Associates, LLC*

Valerie Gaydos is an angel investor and business development expert. She has been involved with many start-up companies in the areas of operational development and strategic planning for more than 20 years. She is the founder and president of Capital Growth, Inc., which was founded as a venture capital publishing company in 1994. CGI currently specializes in business building, financing and organizational development. Valerie served as Executive Director of the Private Investors Forum (Philadelphia), a non-profit organization of accredited private investors in the Mid-Atlantic region. She is currently a member of the Lancaster Angel Network (LAN). Additionally, Valerie serves on the Angel Capital Association, the Pennsylvania Business Council and PiPAC. She previously served as Legislative Research Analyst for Pennsylvania State Senate Policy Development & Research Offices, the Office of Member Services and Majority Whip D. Michael Fisher, and also served as Staff Assistant for Pennsylvania U.S. Senator H. John Heinz, III. Valerie received a BA in Russian Language and Economics from Dickinson College in Carlisle, Pennsylvania.

Clean Technology Business Exhibition – Featured Businesses

Ben Franklin Technology Partners
benfranklin.org

Clean Technology Resource Center
pasbdc.org/cleantech

Energy Transfer Technology
et-technology.com

PA Small Business Development Centers
pasbdc.org

Practical Energy Solutions
practicalenergy.net

A Special Thanks to our Sponsors



Energy Transfer Technology (ETT) was established and registered in the Commonwealth of Pennsylvania in September 2008.

Energy Transfer Technology provides research and technology development to sponsors or clients in both the public and private sectors.

Energy Transfer Technology is an energy research and technology development company with interest in all areas of fossil, alternative or renewable energy (bio-fuels), green chemistry, and carbon capture and storage. Our interest and expertise also includes the related areas of chemicals and carbon materials made from fossil or biofuel feedstocks, and recovery and re-use of waste materials. ETT is in the business of starting with ideas --- generated internally or brought to us by clients --- and proceeding through testing at the laboratory-bench scale, process development, analytical methods development, and technology verification via design and operation of pilot plants, and then assisting companies with eventual commercialization. This assistance could be provided via consulting, subcontracting, or possibly joint ventures.

Energy Transfer Technology has an extensive network of international collaborations and contacts, including in southern Africa, Turkey, the European Union, Canada, Australia, Japan and China.

Energy Transfer Technology can prepare and deliver briefings or short courses in the areas of our expertise. These can be designed and tailored to sponsor's specific needs, or broader courses for education and training. Courses can be delivered at the sponsor's facility or via the internet.



The award-winning Ben Franklin Technology Partners is one of the nation's longest-running technology-based economic development programs. For more than 25 years, BFTP has provided both early-stage and established companies with funding, business and technical expertise and access to a network of innovative, expert resources.

Our goal: To accelerate technology development and commercialization in the state of Pennsylvania, and to create high-paying, sustainable jobs for Pennsylvanians.

BFTP serves as catalysts for economic growth by providing access to capital, business expertise and a network of resources that foster innovation, growth and success for both startup companies and established businesses.

Launched with high hopes in 1983, BFTP is proud of the 3.5-to-1 return on investment that the organization has yielded for every state dollar invested. More important, BFTP is honored to have played a role in supporting the thousands of entrepreneurs who have claimed their part of the American dream and in turn created tens of thousands of family-sustaining jobs.

For more than a quarter century, BFTP has continually evolved its programs and services to respond to economic and market changes. As we look ahead to the next quarter-century, we will continue to adapt to the changing marketplace, with an emphasis on:

- Accelerating technology commercialization;
- Supporting start-ups, entrepreneurs, and established manufacturers;
- Driving public and private investment.