

SAVE THESE DATES!

Upcoming Events to Mark on Your Calendar!

BEACON is pleased to bring you four events that we know will stimulate your **mind**, feed your **sense of wonder** and bring you **opportunities** to broaden your horizons. We hope you will take advantage of all of these events which have networking time for you to meet others. Flyers with full details will be e-mailed shortly.

**NEW FUNDING OPPORTUNITIES AT THE
NATIONAL INSTITUTE OF HEALTH**
Tuesday, March 23, 2010
University of Connecticut, Storrs Campus
Time and location to be announced soon.



William Heetderks, MD, PhD

This event will focus on the mission of the National Institute of Biomedical Imaging and Bioengineering (NIBIB) to improve health by leading the development of biomedical technologies. It is designed for academic and small business researchers who want to obtain funding through federal grants. The grant process will be explained with attention paid to critical elements for success. Presented by Dr. William Heetderks, Director of Extramural Science Programs at the NIBIB.

TRI OUR NEW TECHNOLOGIES
First Tri-State event of its kind!
Wednesday, April 14, 2010
UMASS Medical Center, Worcester, MA
Networking Reception 4:00 – 5:30pm
Presentations 5:30 – 7:00pm



BEACON is joining with the New Hampshire Bio/Medical Council and the Medical Development Group (MDG) in Massachusetts to present the “best and most innovative” medical technologies from each state! The goal of this three-state event is to bring together attendees and members from all three organizations for networking, sharing ideas and finding similarities that will encourage new development and growth. Each of our organizations has found one company to showcase in a panel discussion. From Connecticut will be Larry Acquarulo, Co-CEO of PolyMedex Discovery Group, Putnam, CT. From Massachusetts will be Jean-Marie Vogel, CEO, Pluromed™, Woburn, MA. And from New Hampshire will be Joe Army, CEO, Salient Surgical Technologies, Portsmouth, NH. One is a start-up company while the others are anywhere from 10 years in operation to 25 years going strong! They will bring with them the innovative ideas that are making a difference in our lives. We are starting the event with a long networking reception so that attendees can meet and greet and learn from each other. Registration is \$25 in advance and \$45 at the door. To register, visit: www.meddevgroup.org



**REGENERATIVE MEDICINE APPROACHES
TO REPLACEMENT TISSUES AND ORGANS**
Wednesday, April 28, 2010
Hospital for Special Care, New Britain, CT
Networking Reception 5:00 – 6:00pm
Presentation 6:00 – 7:00pm

2010 SBIR NATIONAL CONFERENCE
April 21-23, 2010 (Pre-conference April 20)
Connecticut Convention Center, Hartford, CT

Perfectly timed after the NIH event on March 23rd, the National SBIR (Small Business Innovation Research) Convention will be held in Hartford, Connecticut for the second time in three years! What is the SBIR program? It is a congressionally-mandated program that allows small businesses (1-500 employees) to apply to 11 federal agencies for grants ranging from \$100,000 to \$750,000 for development and commercialization of promising technologies. New medical technology grants can come from DOD, DOE, NIH, NSF, etc. Companies can win multiple awards each year – and do this year after year. The sky is the limit on how creative one can be when applying. But learning strategies and partnering with other companies is what this convention is all about and BEACON is proud to once again be a sponsor of the event. Over the course of three days there will be opportunities for you to learn how to prepare your grant, present an elevator pitch to an agency, listen to success stories engaging business, government and universities, meet strategic partners in the “speed dating” session, etc. BEACON encourages any and all entrepreneurs, researchers, students, academics, and industrialists to attend and see how our national government takes the lead in granting opportunities to make ideas work. Visit the website for details on how to register: www.sbirnational.com. **See you at the show!** Here is a short [VIDEO](#) for more information.



J. Kouidy Williams, DVM



Sponsored by PFIZER, this seminar will address the organ shortage by engineering replacement cells, tissues and organs using adult, progenitor, or human embryonic stem cells. Each year the number of patients awaiting transplants increases by approximately 20% in this country. One of the Joint Commission on the Accreditation of Healthcare Organizations recommendations to meet this impending crisis is to “support the progression of new sciences and technologies that have the potential to narrow the donation gap and decrease the risk of organ rejection.” Regenerative Medicine promises to address the organ shortage by engineering replacement cells, tissues and organs. This presentation will review current and future regenerative medicine approaches to bioengineer replacement tissues and organs in patients. It will review the concepts that underlie tissue engineering and their application to disease processes that account for a great deal of morbidity and mortality in this country. Dr. Williams is a Professor of Regenerative Medicine at Wake Forest Institute for Regenerative Medicine, North Carolina. There is no charge to attend, but please RSVP to: 1-877-723-2266 or Theresa.wilson@beaconalliance.org

TRADE MISSION TO ISRAEL FOR CONNECTICUT COMPANIES - MEDICAL DEVICES TO BE HIGHLIGHTED

Following a successful trade mission to Europe in June 2009, the US Department of Commerce Middletown, CT Office and the CT District Export Council are sponsoring a second "CT Armada" to Israel to capture business for Connecticut companies in the Middle East. The Armada will be led by U.S. Congressman Joseph Courtney (D-2nd) to be held April 7-12, 2010.

Why Israel? It is a rapidly growing market for US firms in high-tech, **medical devices**, educational services, security, defense, and telecommunications. The benefit of attending is:

- Prearranged business meetings with international agents, distributors and end-users whose capabilities are targeted to each company's needs.
- **Medical Device briefings with Commercial Specialists and the Israel Department of Trade.**
- Participation in meetings with government officials led by Congressman Courtney
- Ambassador's reception with opportunities to network with key Israeli government and industry representatives
- Pre-travel briefing

Participation fee is \$895 for one company representative with an additional \$150 for each additional company representative. This fee does not include airfare or accommodations.

The US Department of Commerce Middletown is seeking 14 Connecticut companies to participate so that the meetings can be small and personalized. There are some participation and selection rules that must be followed.

For more information, please contact:
Anne Evans, US Export Assistance Center
anne.evans@mail.doc.gov
860-638-6950
www.buyusa.gov/connecticut

BEACON SIGNS ON TO U.S. HEALTH CARE REFORM LETTER TO CONGRESS

This winter as the country watched the health care reform legislation work its way through Congress, BEACON became aware of provisions that may be detrimental to medical device companies relative to the revenue stream based upon medical device sales in the U.S. Therefore, BEACON has joined with other like-minded groups from around the country in signing a letter on January 15, 2010 to the Honorable Nancy Pelosi, Speaker of the House and the Honorable Harry Reid, Senate Majority Leader, requesting several changes including one that would create a "graduated tax on medical devices" that would be more beneficial to those smaller companies or entrepreneurs bringing technological innovation and creating jobs in the medical technology sector. BEACON feels strongly that small companies and entrepreneurs should not be burdened with the same taxes as larger companies. For a copy of the letter, please contact BEACON.

BEACON

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www.beaconalliance.org

Charitable contributions to the BEACON Foundation
can be made to: P.O. Box 260069
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