



AURP SPRING TRAINING

APRIL 8, 15, 22, 29, 2021 | 12:00 - 2:30 PM ET

RESHAPING THE INNOVATION ECOSYSTEM



35th
ANNIVERSARY

 Creating Communities of
InnovationTM
ASSOCIATION OF UNIVERSITY RESEARCH PARKS

35 Years Advancing Innovation & Economic Growth

PROGRAM

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Friends and Colleagues,

Welcome to Spring Training!

This year's meeting marks our 11th year of bringing the world's leaders in our community of innovation to learn, collaborate and develop the partnerships and relationships which make this whole venture worthwhile.



Our line-up of subject-matter experts will provide great conversation fodder for everyone. The questions, discussions and networking opportunities are meant to help drive and encourage future collaboration and a greater overall feeling of community.

Join me in thanking our 2021 Spring Training Chairs for their creative delivery at this year's 'can't miss event'.

Things will be a little different this year as Spring Training will be completely virtual. The AURP Team will be available throughout the month to handle any concerns and answer your questions.

Spring Training is about you – your role in leading your research park and finding the opportunities, perspectives and vision to help your park reach new levels of success. Let's not forget that it's also about enjoying what it is that you do, and the people with whom you work.

Let's get out there and have a great Spring Training 2021!

Leah Burton

President, AURP Board of Directors

AURP STAFF MEMBERS

Should you have any questions or need any assistance throughout Spring Training, please contact an AURP Staff Member. We would be happy to assist you!



Brian Darmody

Chief Executive Officer



Vickie Palmer

Director of Operations & Events



Diana Horn

Executive Administrator

WELCOME FROM OUR CEO



AURP Members & Guests,

This is an exciting time for AURP as the world slowly re-opens and we expand our efforts on behalf of our members during

our **35th anniversary** year.



Thanks to the great work of our Spring Training co-chairs, Will Germain and Mark Romney, we are looking to make this year's event the most memorable ever. We may be meeting virtually, but we pledge to keep this an experience that fosters small group discussion and on-on-one interactions.

If this is your first year attending Spring Training: Welcome! And you will find this is not your average meeting.

This program convenes leaders of our greatest source of innovation and thought. Tackling the challenges that face our research parks are best handled together through our aligned efforts—and we can count on you to bring your ideas, solutions and thoughts to share with other leaders, like yourself.

Spring Training has helped to foster beneficial relationships across our community of innovation and its facilities with new perspectives on how to manage relationships with universities, state governments, provinces, municipalities, corporations and communities.

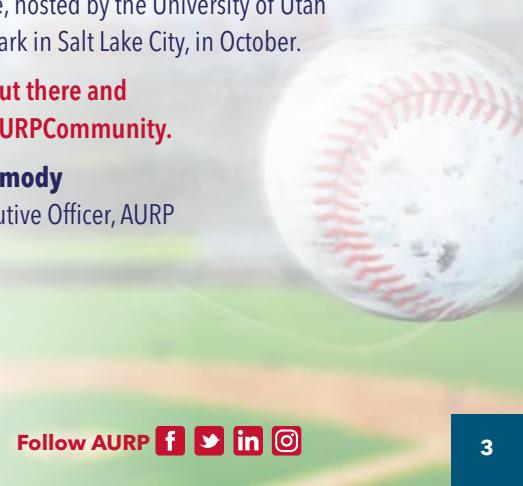
Just by attending, you have helped in #BuildingtheAURPNetwork.

Plan for future gatherings such as the virtual BIO Health Caucus in June and the AURP International Conference, hosted by the University of Utah Research Park in Salt Lake City, in October.

Let's get out there and #JointheAURPCommunity.

Brian Darmody

Chief Executive Officer, AURP



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35 Years Advancing Innovation & Economic Growth

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Dwaine Chapel, Chief Executive Officer & Executive Director, Growth Partnership and Research Park, South Dakota State University

Laura Frerichs, Director, University of Illinois Research Park and University of Illinois at Urbana-Champaign Economic Development

Will Germain, Senior Investment Officer, Research and Innovation, Ventas

Greg King, CEcD, Associate Vice President for Economic Development, Georgia Institute of Technology

Julie Lenzer, Chief Innovation Officer; Director, UM Ventures, The University of Maryland

Allison Madden, MBA, Director of Research Foundation Operations, university of South Florida Research Park

Ken Marcus, Executive Vice President & Chief Financial Officer, Tech Parks Arizona

Martha Schoonmaker, CEcD, Executive Director of Pinkney Innovation Complex for Science and Technology (PIC MC)

Larry Shaw, Chief Executive Officer, Knowledge Park, Inc. & Ignite Fredericton; President, AURP Canada

Jeff Smith, Director, University Corporate Research Foundation, Michigan State University

AURP 2021 SPRING TRAINING PLANNING COMMITTEE

Thank you to the 2021 Spring Training Planning Committee for your efforts in making this AURP event a huge success!



Mark Romney, Chief Strategy Officer, Aggie Square – University of California, Davis



Will Germain, Senior Investment Officer, Research and Innovation, Ventas



Leah Burton, Director, Centennial Campus Partnership Office and Industry Alliances, NC State University



AURP Chief Executive Officer
Brian Darmody, JD



Sponsor and member opportunities available.
Contact Brian Darmody at briandarmody@aurp.net



SCHEDULE OF EVENTS

12:00 - 2:30 PM ET



GET YOUR HEAD IN THE GAME

HOW TO ACCESS THE MODULES

Spring Training will be held via Zoom. Use the access code below to join all module sessions. Each module will be recorded and distributed following the Spring Training program. **We advise you to mute your video and audio during speakers remarks;** questions can be raised in the CHAT feature or hold until our group engagement.

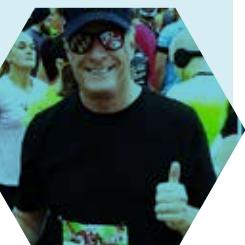
HOW TO ENGAGE WITH PEERS: Connecting seems simple, but in a virtual world everything takes a bit more effort. Team AURP has just the thing to assist with making connections that have sticking power!

- **DURING SESSIONS:** Each module will offer engagement and group activity. When not in these groups or open discussions, engage communications via the **CHAT** feature either to the panelists, the full group, or specific individuals.
- **BUILDING CONNECTIONS:** Spring Training online offers many ways of connecting with your peers.

Opening Reception (4/7): proudly don your school colors, grab your favorite beverage and join us for a few minutes of trivia and laughter on the evening prior to our first module.

Informal Roundtable Lunch/Breakfast Group: the first 30-minutes of each module will include roundtable workgroups. Pack your brown bag lunch or order in. Groups/breakout rooms will be pre-assigned and become your module 'think tank' group for Spring Training modules. The first Roundtable Lunch will be an introduction to peers. Consecutive weeks will provide moderated discussion topics on the prior week's module focus-area.

Virtual Half-Marathon: Register for this month-long fun run, lace up your shoes, download the recommended podcast or playlists and hit the treadmill or pavement. Make sure to log your time and distance in this Google spreadsheet, forms.gle/RibYdkajAdr4Ccmr5, and report your time/distance on or before the April 29 module.



WEDNESDAY, APRIL 7 | 5:00 - 6:00 PM ET

Opening Reception

Show off your university or team colors, grab your favorite beverage, break open that Snack Shack swag bag to kick-off Spring Training 2021. Brush up on your knowledge for our inaugural pop culture / innovation trivia challenge for prizes!

Even in a virtual world, one of the greatest benefits of Spring Training, besides the dynamic discussion and information sharing, is networking with your AURP colleagues. Join this intimate group of distinguished professionals for a one-of-a-kind experience and evening of networking beyond compare.

MODULE 1

THURSDAY, APRIL 8 | 12:00 - 2:30 PM ET

Informal Lunch Groups.....12:00 - 12:30

Order in lunch sponsored by Wexford Science & Technology! Groups/ breakout rooms will be pre-assigned before the session and will become your 'think tank'. This first Roundtable Lunch will be an introduction to peers with discussion questions posed to the group. Consecutive weeks will provide moderated discussion topics on the prior week's module focus-area. *Don't be late! We look forward to connecting with you!*

GrubHub Lunch sponsored by 

Welcoming Remarks from our President

Leah Burton, President, AURP; Director of Centennial Campus Partnership Office, NC State University

BEYOND REAL ESTATE: THE ECOSYSTEM OF PLACE12:30 - 2:15

Contributing Module Leaders:

Jonathon Bates, CPM, Executive Director, University of Utah Research Park

Paul Garvey, Managing Director, Cushman & Wakefield

Will Germain, Senior Investment Officer, Life Science, Research and Innovation Centers, Ventas Inc.

Ted Hyman, FAIA, LEED AP BD+C, Partner, ZGF Architects LLP

Doug Woodruff, Senior Vice President, West Region Executive, Wexford Science & Technology LLC

In reacting to the 2020 pandemic, the need for lab space is hot as requests for office space is down leaving many to reconsider their masterplan and the value proposition of physical space. The impact of our tangible communities of innovation remains pertinent and essential for economic development growth which requires stakeholder and community engagement. Our panel of placemaking trailblazers will guide us through discussions on these and other way finding considerations:

- Does my current real estate strategy address the future needs of my park and community?
- How should I think about repurposing space?
- What strategies should be considered to provide affordable workforce housing?
- How do I get my next building built?

SCHEDULE OF EVENTS

12:00 - 2:30 PM ET

MODULE 1 *continued*

THURSDAY, APRIL 8 | 12:00 - 2:30 PM ET

2:15 - 2:20

7th INNING STRETCH sponsored by 

2:20 - 2:30

WRAP UP | FINAL DISCUSSIONS & QUESTIONS



Virtual Race for Innovation & Entrepreneurship: Half-Marathon

This year, participate in our monthlong virtual half-marathon for Innovation and Entrepreneurship. Proceeds will establish a scholarship fund for student registration to AURP events. Register online and upload your stats to the AURP team BEFORE April 29th.

- Make sure to log your time and distance in this Google spreadsheet, forms.gle/RibYdkajAdr4Ccmr5, and report your time/distance on or before the April 29 module.

Complete the race and post your selfies wearing your best gear and bling at #AURPST2021

MODULE 2

THURSDAY, APRIL 15 | 12:00 - 2:30 PM ET

Informal Lunch Groups.....12:00 - 12:30

Grab your lunch and log into Zoom to network with peers before the day ahead!

Groups/breakout rooms have been pre-assigned before the session and will be your 'think tank'. Join this group today as our facilitator offers up discussion questions on your April 8 session on **beyond real estate: the ecosystem of place**. Even if you weren't able to attend this April 8 module, plan to participate in this discussion for key takeaways to advance your knowledge economy.



GrubHub Lunch sponsored by 

MODULE 2 *continued*

THURSDAY, APRIL 15 | 12:00 - 2:30 PM ET

**SMART CITY TECHNOLOGY
IN INNOVATION DISTRICTS.....12:30 - 2:15**

Contributing Module Leaders:

Ivo Rook, Internet of Things Pioneer

Ashish Atreja, MD, MPH, Chief Information and Digital Health Officer, UC Davis Health

Alex Aharonov, Business Development Executive, Siemens Venture Arm - Next47

Rose Chen, VP of Innovation and Partnerships, WESCO Anixter

Darryl Elliot, Special Agent, FBI

Andy Jimenez, VP of Technology, Anixter, Inc.

Nathaniel Le, Supervisory Special Agent, FBI Sacramento Field Office, Cybercrime & Digital Forensics

Jang Lee, Cyber Analyst, FBI Headquarters

Mark Romney, Chief Industry Alliance Officer, Aggie Square - University of California, Davis

Stephen Zoegall, Director, Global Cities, Transport & Infrastructure, Accenture

Our 'A' list assembly will navigate the evolution of the "Smart City" designation, technology deployment and adoption within municipalities plus special guests from the FBI will share their role and resources available in protecting this proprietary innovation concentration. Case studies will be emphasized from supply chain and healthcare applications, smart building technologies and pollution monitoring in addition to examples of vulnerabilities in protecting data. Before breaking for small group discussions, the panelists will share the future of Smart Innovation Districts with new technologies, infrastructure pathways, innovative supply chain models, smart building environments and preventive measures. Some questions to be addressed include:

- What are the essential ingredients that need to be in every Smart City?
- What are barriers do we see (security, FDA)?
- What is the role of Innovation Districts in convergence and as a catalyst for creation of Smart Cities?

2:15 - 2:20

7th INNING STRETCH More coming on today's special partner!

2:20 - 2:30

WRAP UP | FINAL DISCUSSIONS & QUESTIONS

MODULE 3

THURSDAY, APRIL 22 | 12:00 – 2:30 PM ET

Informal Lunch Groups.....12:00 - 12:30

Log in to Zoom and talk with your peers on the topic for today. Groups/breakout rooms have been pre-assigned before the session and be your 'think tank'. Join this group today as our facilitator offers up discussion questions on your April 15 session on **smart city technology in innovation districts**. Even if you weren't able to attend this April 15 module, plan to participate in this discussion for key takeaways to advance your knowledge economy.

BUILDING INCLUSIVE COMMUNITIES OF INNOVATION: ESSENTIAL DEI STRATEGIES.....12:30 - 2:15

Contributing Module Leaders:

Andrea Batista Schlesinger, Managing Partner, Los Angeles Office, HR&A Advisors

Dayna Perry, Director of Equitable Economic Development, Wake County Economic Development

Rebecca Motley, MBA, Incubator Manager, University of Illinois Research Park

Lori Gold Patterson, Chief Executive Officer and Corporate Diversity & Inclusion Advisor, PixoVIN

Ray Trapp, Vice President of Strategic Engagement, Research Triangle Park of NC

Leah Burton, President, AURP; Director of Centennial Campus Partnership Office, NC State University

We all know that the implementation of effective DEI strategies isn't just the right thing to do, it's a business imperative. So how are some of the nation's most innovative communities tackling these important issues? During this session we will explore:

- Frameworks for delivering resources that move the needle toward equitable opportunities
- Programming to create high-impact DEI strategies
- Measurable outcomes for benchmarking progress

2:15 - 2:20

7th INNING STRETCH More coming on today's special partner!

2:20 - 2:30

WRAP UP | FINAL DISCUSSIONS & QUESTIONS



RESULTS OF THE INNOVATION RACE! Stay connected for your chance to earn prizes and gain fame at the Innovation Race!

SPEAKERS AND MODERATORS

Full bios available at springtraining.aurp.net/agenda



Alex Aharonov, Business Development Executive, Siemens Venture Arm – Next47

Alex Aharonov is an Account Executive with Next47's Global Go-to-Market team. As part of the Catalyst team, Alex focuses on the scaling up of portfolio companies and the development of our network of global enterprise partners. Prior to joining Next47

Alex headed Business Units at large enterprises. Alex has 20 years of experience in engineering, operations, and leadership roles in aerospace, AR/VR, robotics, optics, and autonomous vehicles spaces. Alex holds a Master of Science in Management degree and Electrical Engineering degree.



Ashish Atreja, MD, MPH, Chief Information and Digital Health Officer, UC Davis Health

Ashish Atreja oversees UC Davis Health's expansion of its digital relationships with patients and with other hospitals, bridging the gap between IT, academia, research, and innovation as "Digital Davis" becomes a global hub for digital health.

Prior to his UC Davis Health appointment, Ashish, a gastroenterologist, served as the chief innovation officer for the Department of Medicine at Mount Sinai Hospital where he established one of the first innovation hubs within an academic medical center to build and test disruptive digital health technologies – those that transform the industry. Ashish is credited with coining the term "Evidence-based Digital Medicine (EBDM)," and is often referred to as "the app doctor" for his work in pioneering digital therapeutics and prescribing mobile health apps for patients.



Jonathon Bates, CPM, Executive Director, University of Utah Research Park

Jonathon Bates is responsible for the development of strategic initiatives to manage the University's real estate transactions. With responsibility for supporting the academic institution, as well as the University Health system, Jonathon is actively involved in leading real estate transactional work including management of a lease portfolio representing over 1.5 million square feet and close to \$35M in annual obligations.

Additionally, Jonathon oversees a property management and operations team that currently manages sixteen properties totaling over one million square feet of office, lab and clinical space. Jonathon also acts as director for the University of Utah Research Park and has goals to update the Park's Master Plan, Mobility Plan, and Architectural Guide with a focus towards further development, densification and, most importantly, increasing the financial contribution that the Park continues to make for the University of Utah and the State of Utah. The University of Utah Research Park encompasses 320 acres and is currently home to over 51 private companies and 81 University entities totaling over 14,000 employees located in over 4 million square feet of space with another 400,000 square feet under

construction or in final design. Jonathon has an Executive MBA from the David Eccles School of Business at the University of Utah.



Leah Burton, President, AURP; Director of Centennial Campus Partnership Office, NC State University

Leah Burton is the Director of Centennial Campus Partnerships and Industry Alliances at NC State University. In this role, she manages the campus-wide strategy for corporate and government interactions with NC State, including the University's award-winning Centennial Campus. Prior to joining NC State in 2000, Leah was the Director of Marketing and Communications at the Research Triangle Regional Partnership, a regional economic development organization marketing the 13-county Research Triangle region. Before moving to North Carolina, she was the Public Affairs Manager for telecommunications company US West. Leah has a communications degree from the University of Colorado.



Rose Chen, Head of Innovation Investments & Partnerships, WESCO Distribution

Rose Chen is a thought leader, focusing on accelerating digital transformation via innovation ecosystem development and strategic investments in digital industrial and fintech to deliver data-driven and impactful business outcome. Rose is currently leading innovation partnerships & investments at WESCO, a global B2B supply chain distributor for industrial and commercial customers. Previously, she founded Vegalab Ventures, and held various leadership, strategic and operational roles at GE digital, Federal Home Loan Bank of San Francisco, IMG/Chase Equity Partners, executing growth strategies in alliances & ecosystem development, leading data analytics team and facilitating digital transformation initiatives with global partners.



Brian Darmody, JD, Chief Executive Officer, Association of University Research Parks (AURP)

Brian Darmody leads AURP in new initiatives including expanding membership, international partnerships and funding in order to build out additional member benefits. Prior to this role, Brian served as Associate Vice President of Corporate Engagement at the University of Maryland (UMD). At UMD, Brian was responsible for developing the overall university strategy for corporate relationships, as well as the development of projects and policies to support these initiatives centrally and through the colleges and schools on campus of UMD.

SPEAKERS AND MODERATORS

Full bios available at springtraining.aurp.net/agenda



Laura Frerichs, Executive Director, University of Illinois Research Park

Laura Frerichs is responsible for managing startup company oversight of the University of Illinois Research Park, and supporting the University's economic development efforts. There are 90 companies located in the Research Park, which is a development including 200 acres on the campus of the University of Illinois. She developed innovative entrepreneur support programs including the Entrepreneur-in- Residence program, I-Start launch program, Student Shared Services, SBIR and Industrial Design assistance. Frerichs led recruitment of new research and innovation centers in the Research Park for large publicly traded firms including: Abbott, Abbvie, John Deere, Anheuser-Busch InBev, Dow Chemical, Grainger, Riverbed, Citrix, ADM, Raytheon, Yahoo, and other publicly traded firms. She has also been instrumental in leading more than 100 event offerings annually for clients including technical training, entrepreneur education, and networking activities. Under her leadership the Research at the University was named AURP Outstanding Research Park of the Year in 2011, by Inc. Magazine as one of the top 3 College Town Incubators in 2013, and by Forbes in 2010 as one of 10 Incubators Changing the World. Champaign-Urbana has emerged as one of the top 20 cities for venture capital per capita, with 3.4 the national average invested for early stage firms.



Paul Garvey, Managing Director, Cushman & Wakefield

Since 1986, Paul Garvey has worked with clients and customers in the greater Philadelphia marketplace and has structured sales and leases for over 7 million square feet. Paul majored in Finance and Management and holds a Bachelor of Science degree from the Wharton School at the University of Pennsylvania. He was an officer in the U.S. Navy stationed shipboard and in Europe.

Throughout his career Paul has served in leadership roles in not-for-profit organizations – including the Philadelphia Relief Foundation, Pennsylvania Foundation for Housing Opportunity, Realtors Political Action Committee, the Delaware Valley Green Building Council and the TriState Realtors Commercial Alliance. He is currently a board member or officer of the Fairmont Park Historic Preservation Trust, the Boy Scouts of America, Cradle of Liberty Council, the Greater Philadelphia Association of Realtors, and the Marine Corps Scholarship Foundation – Philadelphia Committee. He serves as Chairman of the Alliance for a Better Pennsylvania.



Will Germain, Senior Investment Officer, Life Science, Research & Innovation Center, Ventas, Inc.

Will Germain is a Senior Investment Officer for Ventas, Inc., an S&P 500 company and real estate investment trust that owns approximately 1,200 healthcare, life science and senior living properties in North America and the United Kingdom, and serves as the primary capital provider to leading healthcare companies. As a member of the Ventas senior leadership team, Will is responsible for investments within the growing university-based life science, research and innovation center portfolio, the Company's #1 capital priority. Responsible for originating, negotiating and executing acquisitions and development opportunities, Will has been involved in more than \$15 billion of completed real estate transactions during his tenure at Ventas.



Travis Hunter, Director, MIT Regional Entrepreneurship Acceleration Program

Travis Hunter leads the MIT Regional Entrepreneurship Acceleration Program (MIT REAP), an initiative of MIT Sloan Global Programs. Through his role as Associate Director, Travis engages with regional leaders to implement strategies that support their regional innovation-driven entrepreneurial ecosystems. Prior to joining MIT, Travis was the Director of the Quincy Center for Innovation (QCI) where he expanded the center to support over 50 startups and oversaw partnerships with private and public organizations, expanded programming, and brought together funding opportunities.



Ted Hyman, FAIA, LEED AP, BD+C, Partner, ZGF Architects LLP

Since joining ZGF in 1989, Ted Hyman has taken responsibility for many of the firm's most challenging and technologically complex projects, encompassing a broad range of academic and research facilities, hospitals, courthouses, and other civic buildings nationally. He has played a key role in guiding the development of the firm, and in January 2014, he was named Managing Partner and now oversees the firm's strategic and overall performance. As a LEED AP®, he has a particular passion for sustainability, and played a key role in the design of a number of the greenest buildings in the United States, including the J. Craig Venter Institute La Jolla, which has achieved LEED Platinum® and was designed as the first net-zero energy biological laboratory in the world and the Conrad N. Hilton Foundation Headquarters, also LEED Platinum® and net-zero energy.

SPEAKERS AND MODERATORS

Full bios available at springtraining.aupr.net/agenda



Andrew Jimenez, VP of Technology,
Communications Cabling and Security Solutions,
WECo Anixter

Andrew (Andy) Jimenez has over 30 years' experience in the fields of telecommunications testing and product certification. He has held various engineering and management positions with test laboratories specializing in the certification of network communications systems and components. While an engineer at Underwriters Laboratories (UL), he directed the launch of their Category 5 connecting hardware verification program. Currently, his primary responsibilities include the management of the day-to-day operations of Anixter's Infrastructure Solutions Lab and Solutions Briefing Centers, industry research, and marketing strategy development.



Rebecca Motley, MBA, Incubator Manager,
University of Illinois Research Park

Rebecca Motley first joined University of Illinois Research Park in Fall 2020, initially working on grant management and implementing the Illinois Reboot tech training program. As of March 2021, she is serving as Interim EnterpriseWorks Operations Manager. She assists broadly with managing day-to-day incubator operations, including client service needs.

Rebecca has a background in economic development, small business assistance, finance, and real estate. She is a graduate of the University of Illinois Urbana-Champaign with a BS and MBA from the Gies College of Business.



Lori Gold Patterson, Chief Executive Officer and
Corporate Diversity & Inclusion Advisor, PixoVIN

Lori Gold Patterson serves as the Chief Executive Officer of PixoVIN and Board Director of Delta Dental of Illinois and Hickory Point Bank. She is skilled in IT Strategy, diversity & inclusion, executive coaching and advises tech startup founders at the University of Illinois Research Park. Patterson received her Bachelor of Science in Mechanical Engineering from the University of Illinois at Urbana-Champaign and has numerous recognitions and awards such as the 2016 Entrepreneur of the Year Award and the 2013 YWCA Leadership Award for Business.



Danya Perry, Director, Equitable Economic Development and DEI, Wake County Economic Development

In addition to his work at WCED, Danya Perry serves Director of DEI with the Raleigh Chamber of Commerce. In this role, Danya supports efforts to ensure economic development in Wake County's most vulnerable communities. This includes increasing economic mobility, workforce development, strengthening municipal economic ecosystems, and supporting small businesses. To support existing industries in their DEI journey, Danya leads the Chamber's Diversity, Equity, and Inclusivity Alliance. The Alliance's vision is to lead in making the Triangle region the most diverse, equitable, and inclusive business environment in the country.



Mark Romney, Chief Industry Alliance Officer,
Aggie Square - University of California, Davis

Mark Romney, Chief Industry Alliances Officer with UC Davis Health in Sacramento, has been actively engaged in facilities planning for 26 years, including a special concentration on research facilities. He co-authored several NIH CO6 Grant Applications, resulting in grant awards exceeding \$6 million. Mark co-authored the California Institute for Regenerative Medicine's Shared Lab Facility Grant and the Large Facilities Grant, providing over \$25 million in grant funding for the construction of the stem cell program facilities, and he has stewarded the process of planning and implementing an innovation district master plan on the UC Davis Health campus.



Ivo Rook, Internet of Things Pioneer

Ivo Rook is an IoT pioneer, known for innovating and disrupting the global IoT industry since the very beginning. He is active across the entire IoT Value chain. He works in (1) Hardware as a board member of Global Telecom, a USA based manufacturer of IoT chipsets and modules. He is also active in (2) Software as advisor to the board of DigitizeThings, a provider of software to orchestrate IoT solutions. And he started his IoT journey in (3) Connectivity where he was Senior Vice President for IoT at T-Mobile/Sprint. Prior to this he was the Chief Executive Officer of Vodafone IoT.



Andrea Batista Schlesinger, Managing Partner,
Los Angeles Office, HR&A Advisors

Andrea Batista Schlesinger and her Inclusive Cities practice works to make cities more just and equitable. Working for visionary clients from grassroots activists to elected City and County leaders, Andrea designs strategies that center racial equity and economic justice. Her practice aims to be the bridge between intention and implementation, translating victories for justice into the

continued

SPEAKERS AND MODERATORS

Full bios available at springtraining.aurp.net/agenda



systems change required to make a meaningful difference in people's lives. As a former leader in government, think tanks, philanthropy and political campaigns, Andrea uniquely understands the capacity and role of government, advocacy, and philanthropy in making cities just and dynamic places. Since joining the firm in 2017, Andrea and her team have taken on projects that disrupt the traditional processes of economic development, lead to greater political power for marginalized communities, increase accountability of local governments, and institutionalize mechanisms for more just and equitable cities.



Scott Stern, PhD, David Sarnoff Professor of Management, MIT Sloan School of Management

Scott Stern explores how innovation and entrepreneurship differ from more traditional economic activities, and the consequences of these differences for strategy and policy. His research in the economics of innovation and entrepreneurship

focuses on entrepreneurial strategy, innovation-driven entrepreneurial ecosystems, and innovation policy and management. Recent studies include the impact of clusters on entrepreneurship, the role of institutions in shaping the accumulation of scientific and technical knowledge, and the drivers and consequences of entrepreneurial strategy.

Scott has worked widely with practitioners in bridging the gap between academic research and the practice of innovation and entrepreneurship. This includes advising start-ups and other growth firms in the area of entrepreneurial strategy, as well as working with governments and other stakeholders on policy issues related to competitiveness and regional performance.



Ray Trapp, Vice President of Strategic Engagement, Research Triangle Park of NC

Ray Trapp has recently joined the Research Triangle Foundation as Vice President of Strategic Engagement. Prior to joining RTF, Ray served as Director of External Affairs for North Carolina Agricultural and Technical State University. Ray has also previously served as a Guilford County Commissioner representing District 8 from 2012 – 2017. He won his first election to the County Commission in 2012 and was re-elected without opposition in 2016.

Ray served in the U.S. Navy as an Interior Communications Specialist aboard the USS Harry S. Truman (CVN 75). He is a proud alumnus of North Carolina Agricultural and Technical State University where he completed his Master of Science in Agricultural Education.



Doug Woodruff, Senior Vice President, West Region Executive, Wexford Science & Technology LLC

Doug Woodruff is chartered with developing and executing projects that create and expand Wexford Knowledge Communities in the Midwest and West regions.

Doug brings over 30 years of experience in real estate development and finance, including development management, stakeholder advisory, construction oversight, and financial structuring. Prior to joining Wexford, Doug was CEO of Downtown STL, Inc. a public-private partnership focused on economic development in downtown St. Louis. Doug's previous experience includes consulting with Knowledge Community stakeholders, including the Cortex Innovation District and Washington University in St. Louis.



Steve Zoegall, Director - Global Cities, transport & Infrastructure, Accenture

Steve Zoegall leads Accenture's global consulting within the Cities, Transport & Infrastructure subindustry, working closely with local market teams to drive go-to-market, develop new opportunities, and deliver strategic projects. He collaborates with the broader Accenture community and an extensive partner ecosystem to bring new digital services to market that deliver fresh value propositions for city services, citizen experience, infrastructure resilience, environmental sustainability, and economic growth.

Your Opinion Matters – EVALUATIONS

Thank you for attending
AURP Spring Training 2021

The information shared this month was mighty. We encourage you to share your experience from this year's Spring Training program plus the many strategies you initiated within your organization. Please take a few moments to complete the online evaluation forms for each module.



Approved Spring Training session proceedings and recordings will be shared the week following each module.

Your feedback is pertinent and assists AURP to tailor programming to your needs for education, networking and enjoyment!

We look forward to seeing you at all AURP 2021 events!

WE'RE IN GOOD COMPANY

Creating a successful Community of Innovation is finding the network to support it.

The world's leading research, science & tech parks, innovation districts and community colleges comprise the AURP network.



ANCORA

AstraZeneca

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Arrowhead Park

NM STATE

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AT AUBURN

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Tech Parks Arizona uses the Interactive Ground approach – the concept of building connections between the University of Arizona, industry and the community – to promote technology innovation and commercialization, and supporting the attraction and growth of technology companies. Ultimately, this contributes to the advancement of economic development goals of the University of Arizona and Southern Arizona. Tech Parks Arizona provides business incubation and business assistance programs, state-of-the-art laboratory and office facilities, and connectivity to the University of Arizona. Tech Parks Arizona directs the UA Tech Park, the UA Tech Park at The Bridges and the University of Arizona Center for Innovation, placing the highest priority on recruiting companies desiring connectivity to the University of Arizona.

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Collaborative Real Estate is a full-service real estate firm specializing in innovation districts and university research parks. With our expertise in community activation, asset/property management, and development, we help innovative ecosystems truly thrive. We believe that a research building's greatest amenities are the tenants themselves, and that what happens inside a building is what matters most. Every day, we are creating spaces, communities, and programs to grow thriving innovation communities designed to inspire, connect, and support ongoing user success.

THE UNIVERSITY FINANCING FOUNDATION, INC.

Atlanta, GA
(404) 214-9200
Kevin.Byrne@TUFF.org
tuff.org



The University Financing Foundation, Inc. (TUFF) is a 501c3, non-profit, investment grade 'A' rated development entity created specifically to assist institutions of education and research in planning, developing and financing facilities and equipment. Created in 1982, TUFF is the only private national non-profit organization with these development and financing capabilities and we allow institutions to have a "same side of the table" experience as we solve the complex dilemmas facing any President.

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Wexford Science & Technology, LLC, is a real estate company exclusively focused on partnering with universities, academic medical centers and research institutions to develop vibrant, mixed-use communities. Wexford's communities are built on a foundation of discovery, innovation and entrepreneurial activity that creates visible outcomes in the form of substantial economic growth, new and diverse jobs and community transformation. Wexford targets strategic opportunities with top-tier research universities that are directly on or contiguous to dense, urban campuses. Presently Wexford has fifteen Knowledge Communities across the United States. For more information about Wexford, visit www.wexfordscitech.com.

THE WHITING-TURNER CONTRACTING COMPANY

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Founded in 1909, Whiting-Turner is a recognized leader in areas of construction management, general contracting, and design-build services in numerous markets, with Higher Education and Science + Technology being two of our most robust industries. Backed by over 100 years of industry experience, while being consistently ranked in the top 3 Construction Management Firms by BD+C, Whiting-Turner provides high quality construction services aimed at exceeding expectations and delighting the customer from first contact to final close out. Our in-house services include: Program management, preconstruction services including conceptual budgeting, value engineering, constructability review, mechanical/electrical reviews and planning and scheduling. Our construction services include quality assurance and control, safety, on-site project management, on-site project reporting and start-up commissioning. Whiting-Turner also provides post construction review and LEED or sustainability coordination.

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AstraZeneca is a global, science-led biopharmaceutical business and our innovation medicines are used by millions of patients worldwide. We push the boundaries of science to deliver life-changing medicines. Our purpose underpins everything we do. It gives us a reason to come to work every day. It reminds us why we exist as a company. It helps us deliver benefits to patients and create value for shareholders. It also sets the context for our employees' activities and the roles of our teams, partners and other collaborators. We follow the science. We put patients first. We play to win. We do the right thing. We are entrepreneurial. Our values determine how we work together and the behaviours that are integral to our drive for success. Our values guide our decision making, define our beliefs and foster a strong AstraZeneca culture.

CENTENNIAL CAMPUS - NORTH CAROLINA STATE UNIVERSITY

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centennial.ncsu.edu



Centennial Campus is NC State University's award-winning research campus. Located five minutes from downtown Raleigh in North Carolina's Research Triangle region, the 1,200-acre scenic environment is home to more than 75 corporate, governmental and nonprofit organizations, along with university colleges, institutes and programs in engineering, textiles, veterinary medicine, education, business and other disciplines in close proximity to foster innovation. The campus also features a championship golf course, 75-acre lake, miles of walking trails, hotel and conference center, and private and student housing communities.

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Fraunhofer USA, Inc. (FhUSA) is a 501 (c) (3) not-for-profit charitable organization incorporated in Rhode Island that is dedicated to the advancement of applied research. FhUSA was founded in 1994 to conduct applied R & D for customers from industry and state governments and the federal government in the United States. Working closely with Fraunhofer-Gesellschaft, Europe's largest research and development organization and its sole corporate member, Fraunhofer USA can offer both domestic and international resources to enhance its portfolio of R & D services to develop and validate scientific applications and technologies for industrial innovation in the USA. Fraunhofer USA's research centers in the United States and the institutes of Fraunhofer-Gesellschaft in Germany work together to provide the most versatile cutting-edge technologies to a global market. Fraunhofer USA offers unique transatlantic business opportunities

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HOK

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HOK is a global provider of planning, design and delivery solutions for the built environment. Since the firm's founding in 1955, HOK has developed into one of the world's largest, most diverse and respected design practices. Blending technical thought leadership with design excellence, HOK plans and designs adaptable, sustainable environments to nurture Innovation – from full campuses to incubator and multi-tenant facilities, to renovations and tenant fit-outs. HOK's experienced team of master planners, architects and laboratory planners understand the multi-layered analysis and planning tasks required to create world-class facilities for research parks.

KING ABDULLAH UNIVERSITY OF SCIENCE AND TECHNOLOGY

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King Abdullah University of Science and Technology (KAUST) is an international, graduate research university dedicated to advancing science and technology through interdisciplinary research, education, and innovation. Students, faculty, scientists, and engineers conduct fundamental and goal oriented research to address the world's pressing scientific and technological challenges related to water, food, energy, and the environment. Located on the shores of the Red Sea near the city of Jeddah, KAUST is the first LEED certified project in Saudi Arabia and the largest LEED Platinum project in the world. In 2011, KAUST was named Lab of the Year by leading science and technology publication, R&D Magazine. The following year, the University's Research Park was named the AURP 2012 Emerging Research and Science Park. The KAUST Research & Technology Park (KRTP) provides an environment for technology-based businesses to access KAUST's laboratories, faculty and student talent, and network of public spaces and facilities designed for creative collision and knowledge sharing. KRTP currently covers over 2.7 million square meters of space near the heart of KAUST's campus. The Park provides flexible R&D and incubation space for corporates and startups.

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MARYLAND DEPARTMENT OF COMMERCE

Business & Industry Sector Development

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commerce.maryland.gov



Maryland Commerce is the state's primary economic development agency, with a mission to stimulate private investment and create jobs by attracting new businesses, encouraging the expansion and retention of existing companies, and providing workforce training and financial assistance to Maryland companies. Ranked the #4 top biopharma hub in the country, Maryland has a variety of science and technology parks affiliated with some of the best research centers and universities in the world, including Johns Hopkins and University of Maryland.

PERKINS AND WILL

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At Perkins&Will, we've created a practice where design, technology and research converge to create places that improve how we work and learn. With experts in master planning innovation communities and research building design, we are rethinking traditional research parks and their facilities, focusing on establishing vibrant places for 21st century research and education. Our projects—new hubs of innovation around the world—are attracting knowledge workers, students, and startups with lively spaces to live, work, play and collaborate.

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TEconomy Partners is a global leader in research, analysis and strategy for innovation-driven economic development. Today, we're helping nations, states, regions, universities, institutions, and industries blueprint their future and translate knowledge into prosperity. Our principals have proven, 25-year track record of successful client engagements. Our clients worldwide rely on our seasoned, professional, staff for rigorous research, insightful analytics, and highly effective strategic roadmaps and action plans.

THE PARK AT AUBURN – AUBURN RESEARCH & TECHNOLOGY FOUNDATION

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The Park at Auburn is a pathway to the tremendous talent at Auburn University. Whether it's collaborators from a world-class faculty or innovative interns who are the technically skilled workforce of tomorrow, The Park can help you find the Auburn people you need. We can inject new talent, kick-start an emerging project or solidify a concept through research. Connect with a member of our team to learn more about putting Auburn's talent to work for you. First class minds. First class facilities. thepark.auburn.edu

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Research Triangle Park, NC

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RTP is the largest research park in the United States and a premier global innovation center. Situated centrally among Duke University, North Carolina State University and the University of North Carolina at Chapel Hill, RTP contains 7,000 acres, 55,000 employees, and over 300 companies and national labs, including Biogen, EPA, GlaxoSmithKline, Cisco Systems, Credit Suisse, NIEHS, Fidelity Investments, IBM, BASF, United Therapeutics and RTI International.

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SHOWCASE OF EVENTS

PEER2PEER

PEER TO PEER NETWORK GROUPS

AURP's Peer to Peer groups allow industry leaders a 'safe place' to share challenges and lessons learned in a friendly and informal environment. It provides an opportunity for individuals in similar roles or functions to exchange advice and best-practices. The CEOs Roundtable and Communicators Check-In groups are not only for directors, but for facility managers, marketers, business development leaders and community managers, to name a few.

Members only program.



SPRING TRAINING 2022

February 21-25
Tempe Missions Palms
Tempe, AZ

In February 2022, we will meet under the palm trees and inhale the orange blossoms which is just another key factor of AURP's Spring Training. Mark your calendar now and plan to join us in Tempe for our masterclass with experts in the industry as we cover the most important topics and tackle burning questions of the day through interactive sessions. Learn from not only our speakers, but your peers as you take part in the ultimate knowledge exchange at AURP's Spring Training.

springtraining.aurp.net

AURP BIO HEALTH CAUCUS

BIO HEALTH CAUCUS | June 8 from 1PM-4PM ET

Showcase of State Bio Economies:

How States, Industry, Universities, and Research Parks Are Working to Build Communities of Bio Innovation

The bio economy is booming across the U.S., and not just in Boston and San Francisco. States are witnessing a resurgence of life science research, technology commercialization and advanced manufacturing as construction of wet lab space takes place in research parks and tech incubators to provide space to attract and grow bio tech companies, and innovative state policies to support bio tech entrepreneurs emerge. At this AURP BIO Health Caucus ten state bioscience associations and local state AURP partner will highlight their bio economy to share best practices and current trends. Additional speaker and topic areas include the National Academies new study, Safeguarding the Bio Economy, and feature remarks from Michele Oshman, VP for External Relations at BIO and Executive Director of the Council of State Bioscience Associations.



How the SBA Can Help Companies in Your Park

May 12th
2:00-3:00 pm ET

Come see why
the entire state is
a Research Park.

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AURP 2021 
INNOVATION ELEVATED

INTERNATIONAL CONFERENCE

October 18-21 at Hilton Hotel, Salt Lake City, Utah

UNITED WE RISE! Home to a pioneering past and an exciting future, Salt Lake has grown in population, cultural diversity, and accolades. Our [AURP 2021 International Conference](#) host, the University of Utah Research Park (URP), will feature the transformation of this mature park into Innovation District of the Mountain West innovation ecosystem. It's not too early to set your plans for Salt Lake 2021 to learn about the next innovation generation!

AURP AEROSPACE CAUCUS

**Oct 19th a Special
Pre-Conference Session**

Explore ways Aerospace Technology is building communities of innovation on the ground with a keynote address from NASA's Chief Economist.