

# 2005 Life Sciences Industry Summit

## “Assets & Opportunities- A Formula for Success”

Hilton Huntington Hotel - May 5, 2005

### PROGRAM AGENDA

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**7:30am**                                      **Registration & Exhibit Hall Set-Up**                                      *Ballroom Pre-function Area*

**8:00am**                                      **Opening Remarks**                                      *Salon C*

- Joseph Scaduto, Executive Director, Long Island Life Sciences Initiative
- James Hayward, Ph.D., Chairman of the Board, Long Island Life Sciences Initiative
- Clinton Rubin, Ph.D., Director, Center for Biotechnology

**Opening Plenary –**                                      *Salon C*  
**“Personalized Medicine: The Emerging Pharmacogenomics Revolution”**  
**Presented by PricewaterhouseCoopers**

Revolutionary change requires new ways of thinking. Pharmacogenomics, the next fundamental development in human medicine, promises to usher in an era of personalized medicine. In this session, we will explore new strategic options and their impact on patients, established companies, and payers all of whom are linked through emerging business models.

**9:30am**                                      **Concurrent Session One**

**(A) Corporate Showcase I – Emerging Companies**                                      *Salon D*

Innovation is the hallmark of small entrepreneurial firms, and the region has a proven tradition of innovation. Executives from several of New York’s most promising new companies discuss the technologies and business strategies that will make them industry leaders.

- Moderator: Richard Catalano, Partner, KPMG
- Lee Chen, Ph.D., Director of Marketing, Vitatex, Inc.
  - James Hayward, Ph.D., Chairman, Evotope Biosciences, Inc.
  - Nelson Scharadin, Founder, BioNano Systems, Inc.

**(B) Emerging Technology Showcase**                                      *Salon A*

Academic research infrastructure, as well as, federal grants and awards have allowed for increased discovery and innovation. Academic investigators will discuss these emerging technologies and their potential for commercialization.

- Moderator: Anil Dhundale, Ph.D., Director of Scientific Affairs, Center for Biotechnology
- Christine Brakel, Ph.D., Licensing Specialist, Brookhaven National Laboratory
  - Pelagia-Irene Gouma, Ph.D., Stony Brook University
  - John Maesala, M.D., Winthrop University Hospital
  - North Shore – LIJ, Invited

**(C) Information Technology Applications in the Life Sciences**                                      *Salon B*

The convergence of technologies will be a driving force of the future economy. Long Island is well positioned to capitalize on information technologies and their application in the life sciences and healthcare industries.

- Sponsored by IBM Healthcare and Life Sciences
- Jason Alter, Ph.D., Director of Marketing, TurboWorx, Inc
  - Phillip Quarles, Chief Information Officer, LifeTree Technologies, Inc.
  - Dongwen Wang, Ph.D., Associate Research Scientist, Center for Information Management, Columbia University

**11:00am**                                      **Concurrent Session Two**

**(A) Corporate Showcase II – Expanding Companies**                                      *Salon D*

The regional life science industry reflects a pipeline of companies from early-stage start-ups to Fortune 500 corporations. Learn about companies that are poised for exponential growth as leaders from several of New York’s expanding life science firms discuss their products and their future.

- Moderator: Ira Halperin, Partner, Meltzer Lippe Goldstein & Breitstone, LLP
- Nicholas Sceusa, Ph.D., Gelsus Research, Inc.
  - Paul Sheiffele, Director of Business Development, inGenious Targeting Laboratory
  - Robert Shorr, Ph.D., CEO, Cornerstone Pharmaceuticals
  - John Tallman, Ph.D., CEO, Helicon Therapeutics

**(B) Strategic Business Development: Start-Ups 101** *Salon A*

Innovation and entrepreneurship are hallmarks of Long Island and it is important to understand what must be considered when developing a new venture. Corporate formation, early stage financing, strategic planning and regulatory considerations will be addressed.

Moderator: Edward Fritz, Director, Small Business Development Center, Stony Brook University

- Neil Kaufman, Senior Partner, Davidoff Malito & Hutcher, LLP
- Larry Weber, Ph.D., TechMark Corporation
- Brian Gallagher, Ph.D., Former CEO, Collagenex Pharmaceuticals Inc.

**(C) When it Really Counts:  
Delivering Your Message Effectively to Investors Clients & Employees** *Salon B*

Long Island is home to a growing number of early stage firms seeking investment capital, but they need to know what investors are expecting in order to close the deal. Effective communication strategies and common pitfalls to avoid will be discussed.

Moderator: Patricia Malone, Director, Center for Emerging Technologies, Stony Brook University

- Daniel Conway, President, CFR Communications
- Joan Gladky, Managing Director, Cypress Group

**12:30pm Luncheon Keynote** *Salon C*

**Richard Preston, Ph.D.,  
Best-selling author and leading authority on biological terrorism**

Richard Preston's critically acclaimed books have proven his status as a first rate investigative journalist and gifted storyteller and have put him on the forefront of the emerging diseases and biotechnology arenas. Hear Dr. Preston's views on the true threat of bioterrorism to our society and on emerging pathogens that have the potential to cause worldwide pandemics.

**2:30pm Concurrent Session Three**

**(A) Corporate Showcase III: Medical Device Firms** *North Wing, Banfi Room*

Medical device firms represent a significant portion of the regional life sciences community. Several market leaders will highlight recent expansions and plans for future growth.

Moderator: William Flanagan, Senior Vice President and President Council, UBS Financial Services

- John Hui, Ph.D., Vasomedical Inc.
- Kent Searl, Vice President Sales & Marketing, Air Techniques
- Richard Zaremba, MBA, Senior Vice President and Chief Financial Officer, Misonix
- Fonar, Invited

**(B) What You Need to Know About Assembling a Top Management Team!** *Salon B*

Experienced management is critical to the success of any life sciences venture. This discussion will explore how to identify, recruit, compensate and retain quality employees to manage both the science and business of a growing firm.

Moderator: Neil Solomon, Ph.D., President, The Neil Michael Group

- Carl Russo, M.D., CEO, Vaxinnate
- Kathy Cole, Vice President, Human Resources, Savient Pharmaceuticals, Inc.
- Barbara Mohl, SPHR, Assistant Vice President Human Resources, Empisphere Technologies
- David Sudolsky, CEO, ProCertus

**(C) Investor Roundtable Discussion** *Salon A*  
**Presented by Brown Raysman Millstein Felder & Steiner, LLP**

Attracting investment capital is a critical component of a comprehensive strategy to develop the life sciences industry on Long Island and throughout New York State. Investors will present their perspective as to what types of opportunities and technologies are of interest and are likely to receive investment.

**4:00pm Closing Keynote Address** *Salon C*

**Neil Gibson, Ph.D., Vice President for Research, OSI Pharmaceuticals  
"The Future of Cancer Therapies"**

Dr. Gibson will present a discussion of the progress in disease management and the quest to find a cure.