Awareness Interest & Access

April 26, 2022

BERKELEY LAB

Lawrence Berkeley National Lab Opportunities

1:05 pm – 1:40 pm

Education Opportunities

Kelly Johnson, Talent Outreach Program Manager

Colette Flood, Lab Education Director

Business Opportunities

Phillip McCants, Small Business Liaison Officer, Office of the Chief Financial Officer

Gail Chen, Partnerships and Proposals Program Manager, Strategic Partnerships Office

Shanshan Li, Principal Technology Commercialization Associate, Intellectual Property Office – Lab Directorate

1:40 pm – 2:25 pm

Breakout Rooms

- Small Business Program and Subcontracting Opportunities
- Partnership Accessing Intellectual Property
- Internship Programs
- Job Opps: Students, Postdocs, Fellows, Professionals, Entrepreneurial Scientists

U.S. DEPARTMENT OF ENERGY | Office of Economic Impact and Diversity

BERKELEY LAB

AWARENESS, INTEREST & ACCESS:

National Laboratories 2022 Spring Session

April 26, 2022

cyclotronroad

Activate

BERKELEY LAB
BRINGING SCIENCE SOLUTIONS TO THE WORLD

AGENDA

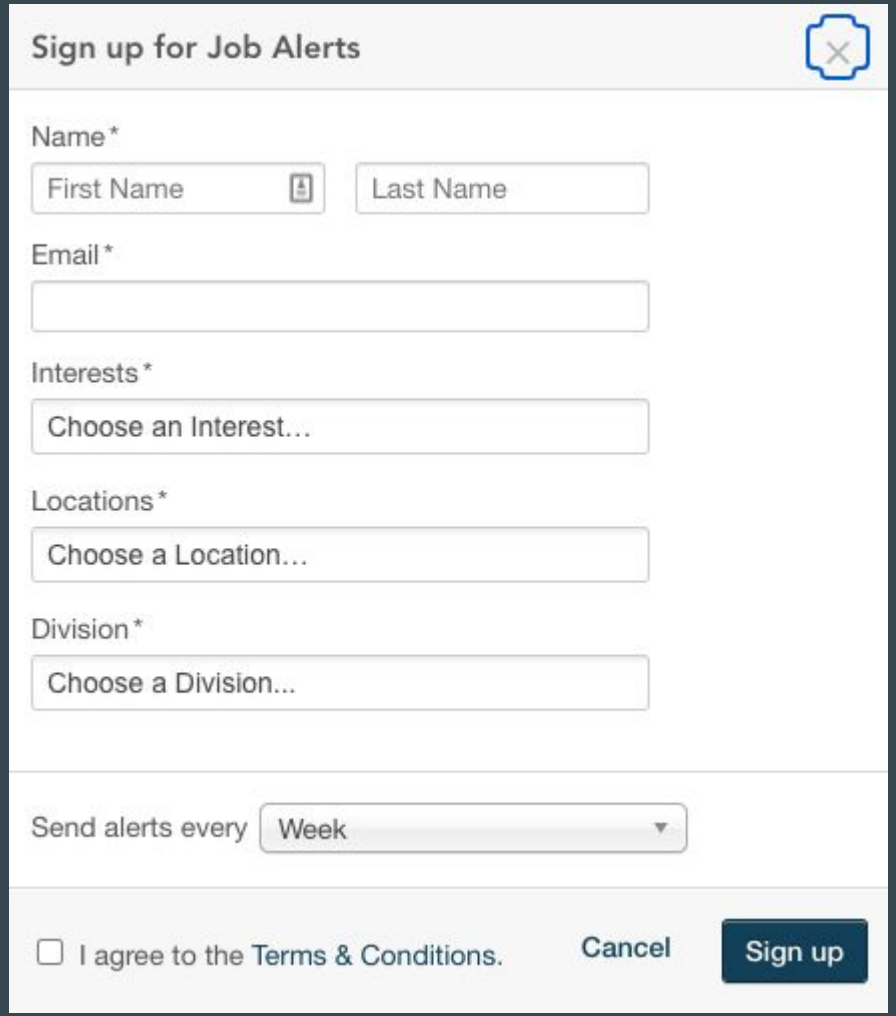
- Job Opportunities
- Resources for Prospective Employees
- Early Career Scientist & Postdocs
- Activate Entrepreneurial Fellowship

SEARCH JOB OPPORTUNITIES

jobs.lbl.gov

RESOURCES FOR PROSPECTIVE EMPLOYEES

- FAQs for Prospective Employees
- Culture
- Benefits
- Outreach Events Calendar



RECRUITMENT PROCESS

- Apply directly to a position at https://jobs.lbl.gov/
- The Recruiter or the Hiring Manager will conduct a review and assessment of applicants that meet the basic requirements of the job. This can be done using a supplemental questionnaire or a phone/video interview
- The interview and evaluation is a formalized and structured processes
- Top candidate or finalist will receive a request to proceed with conducting professional reference checks
- Once the offer details are determined, the finalist is provided with a verbal offer

EARLY CAREER SCIENTISTS & POSTDOCS

- Career Pathways Office
- Early Career Enrichment Program (ECEP)
- Scientist & Engineer Appointments
- Postdoc Resources
  - Postdoc Training Grant
  - Seminars and Workshops
- Research SLAM


Berkeley Lab Research
SLAM
for Early Career Scientists
and Postdocs

Activate

Cyclotron Road + Activate Entrepreneurial Fellowship

Awareness, Interest, and Access with Lawrence Berkeley National Laboratory

Brenna Teigler Tuesday April 26, 2022

Born from the U.S. National Labs

Founded in 2015, Activate partners with U.S.-based funders and research institutions to support our fellows. Activate's entrepreneurial fellowship model originated at Cyclotron Road, a division of Lawrence Berkeley National Laboratory and founding Activate partner.

Stage 1

2015: The Experiment

With Cyclotron Road (a division of LBL), we identified a gap in the science-to-market ecosystem and launched an experiment with a new model of innovation.

Stage 2

2019: Proving the Fellowship

Four cohorts later, we began to scale, launching Activate Boston and proving out that fellowships for scientists on a mission can work outside our first community..

Stage 3

2021: Expanding our Reach

With the fellowship model proven, we're now supporting fellows across the country and developing additional ways to support our fellows.

Time & Funding

A Two-Year Fellowship

- Fellows turn research into a first product and secure financing
- $80K-$110K/yr stipend, plus travel allowance, health insurance
- $100K in R&D funds

An Expert Community

Advisers, Partners, and Champions

- Fellowship team and managing directors
- An unparalleled network of scientists, engineers, technologists, and entrepreneurs
- A vibrant fellow community

World-Class Tools for Scientists

World-Class Research Labs

- Hard-to-access facilities
- Work with experts and facilities while retaining IP rights

Entrepreneurial Education

- Regular guests
- Custom-built curriculum
- Intensive mentorship, workshops, virtual classes, and professional development services

Early September - October 31

- Cohort 2023 Application Period
- *Applicants submit requested information and documents through a personal portal*

November - December

- Internal Application Review
- *Eligibility screen and full application review, including input from external subject-matter experts*

January - February

- Applicant Notification
- Phone Interviews
- Finalist Week Preparation
- Applicant Finalist Event

March - April

- Cohort 2023 Selection Finalized

June 1

- Fellowship Begins!
- *Cohort 2023 fellow retreat and Activate Summit*

To be eligible, you...

- Must have a bachelor's degree and 4+ years post-baccalaureate scientific research, engineering, or technology development experience.
- Must propose a project that is relevant to our target industries and is based in the physical or biological sciences, or related engineering disciplines.
- Must not have raised more than $2,000,000 in debt or equity funding from non-governmental sources for the proposed project and/or project cannot be commercially ready for full-scale product sales before the application deadline.
- Must be able to work in the U.S., and be able to access a qualified host laboratory – like Berkeley Lab!

We are focusing our efforts in three areas where we believe our work will have the most impact.

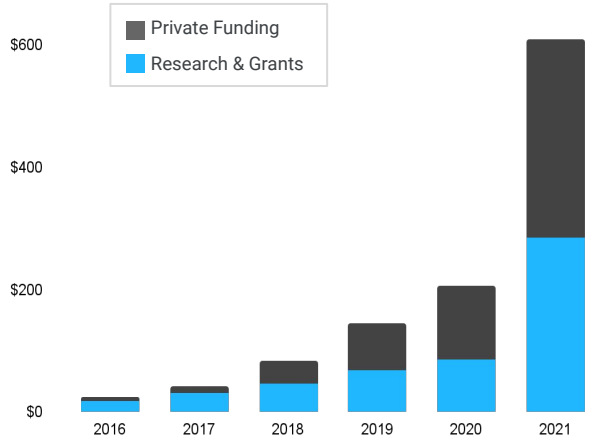
Climate Change
the defining scientific challenge of our time

U.S. Innovation Ecosystem
the world's best environment for science entrepreneurship

Diversity, Equity, Inclusion
the greatest opportunity to empower scientists and engineers

The Activate Fellowship works.

Since 2015 our **103 Activate Fellows** have created **74 science-based companies**, some of which will go on to change the world.



Activate Fellows Cumulative Follow-on Funding ($M)

$610M

In follow-on funding

$3.6M average follow-on-funding cohort companies raised during fellowship

17.9x leverage on every dollar spent to support the fellowships

>600 new jobs created in the U.S. by Activate Fellows

First Products and Milestones

To date, more than half of all companies started by Activate Fellows have reached a first product. These early proof-of-market milestones signal the shift to a maturing product-driven company.

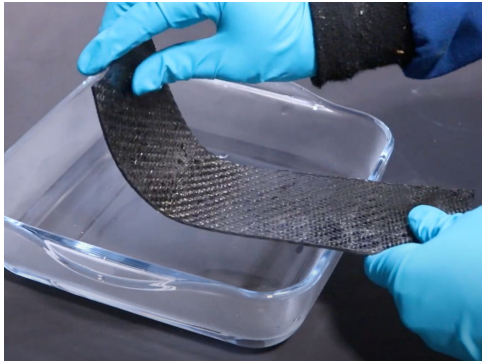
UMARO

AGRICULTURE: *Delicious, crunchy, meaty bacon made with protein from ocean-farmed red seaweed, the world's most sustainable protein source.*

GRADIENT

BUILDINGS: *Gradient's commercial-grade heat pump technology is 50 percent more efficient than traditional window AC units and uses a low-GHG refrigerant.*

MALLINDA
RESHAPING THE PLASTICS INDUSTRY



CHEMICALS: *Mallinda has developed a closed-loop system for the recovery and reuse of carbon fiber composites.*

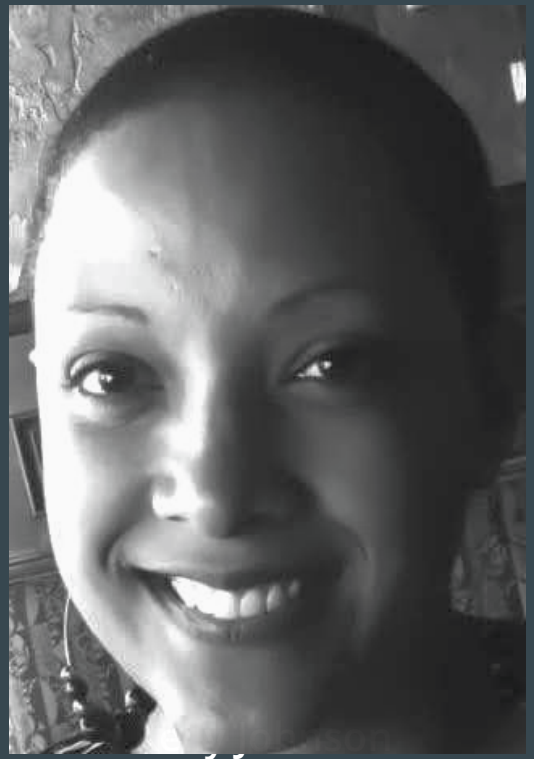
Learn more by visiting....

https://cyclotronroad.lbl.gov/ and activate.org

Activate

For scientists on a mission.

@activatefellows



Talent Outreach Program Manager

Lawrence Berkeley National Laboratory

knjohnson@lbl.gov

kellycjohnson1

@BerkeleyLabJobs

@BerkeleyLabJobs


Thank You

Workforce Development & Education

Educational Opportunities Breakout Room

Talk with Workforce Development & Education team members.
Learn about Berkeley Lab's workforce pathways and initiatives.

BERKELEY LAB

Workforce Development & Education (WD&E) develops and manages workshops, seminars, and internships at Berkeley Lab.

Our mission is to inspire the next generation of STEM professionals. Through our programs, interns collaborate with staff and prepare for their future careers.

Workforce Development & Education
BERKELEY LAB

Some recent internship projects include:

- Studying what happens to rainwater in your neighborhood (geoscience)
- Learning how to create better sunscreens (biology)
- Building faster internet connections (computer science)

CCI and SULI:

The Community College Internship program (CCI) and Science Undergraduate Laboratory Internship (SULI) support interns by providing 10-16-week internships.

Eligibility guidelines for interns:

- Must be 18 years or older and have a 3.0 GPA at the time the internship begins.
- Must be a United States Citizen or Lawful Permanent Resident at the time of applying.

Internships are full-time. You cannot take classes while participating in your program.

Workforce Development & Education
BERKELEY LAB

VFP:

The Visiting Faculty Program (VFP) supports current faculty members through scientific research collaborations with U.S. Department of Energy (DOE) laboratory scientists.

Applying faculty members may invite up to two undergraduates or graduate students. Applications are solicited annually for the summer term (May through August).

Eligibility guidelines for VFP interns:

- Must be a United States Citizen or Lawful Permanent Resident at the time of applying.
- Must be a full-time faculty member.

Workforce Development & Education
BERKELEY LAB


National Energy Research
Scientific Computing Center

Energy Sciences Network


Advanced Light Source

State-of-the-art facilities, dedicated scientists, and you.

Every intern is a valued member of the research team. **#teamscience**


Molecular Foundry


Joint Genome Institute

Workforce Development
& Education
BERKELEY LAB

How do you apply for an internship?

Visit **education.lbl.gov/internships** to learn more about programs

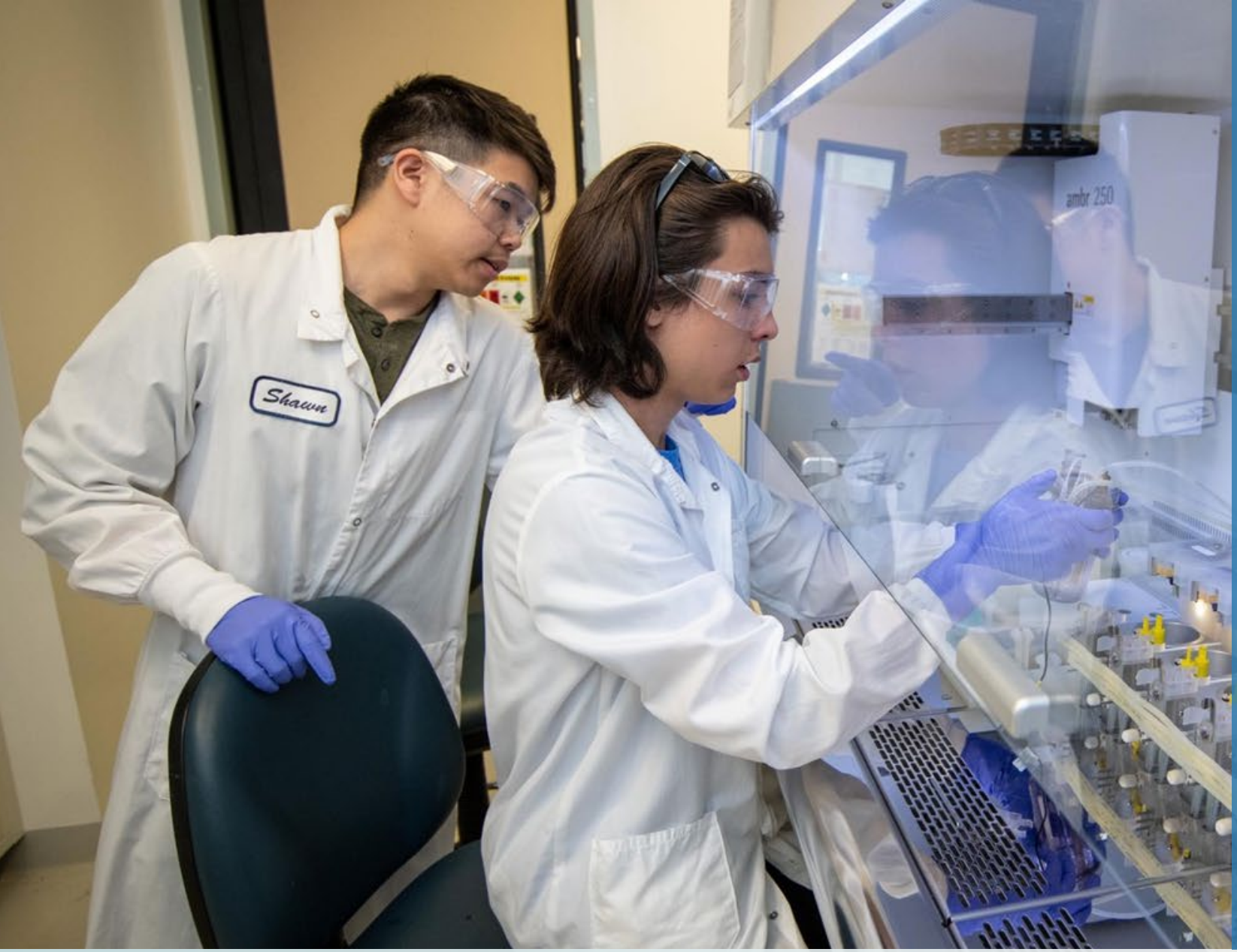
Learn more about Berkeley Lab's research

Reach out to a team that excites you

Workforce Development & Education
BERKELEY LAB

Key dates for WD&E programs:

- Fall applications are open from March 16 until May 22, 2022
- Fall internships run from August 22 until December 2, 2022



Interested in learning more about internship opportunities at Berkeley Lab?

Contact:

Nakeiah Harrell, Internship Program Manager, nharrell@lbl.gov

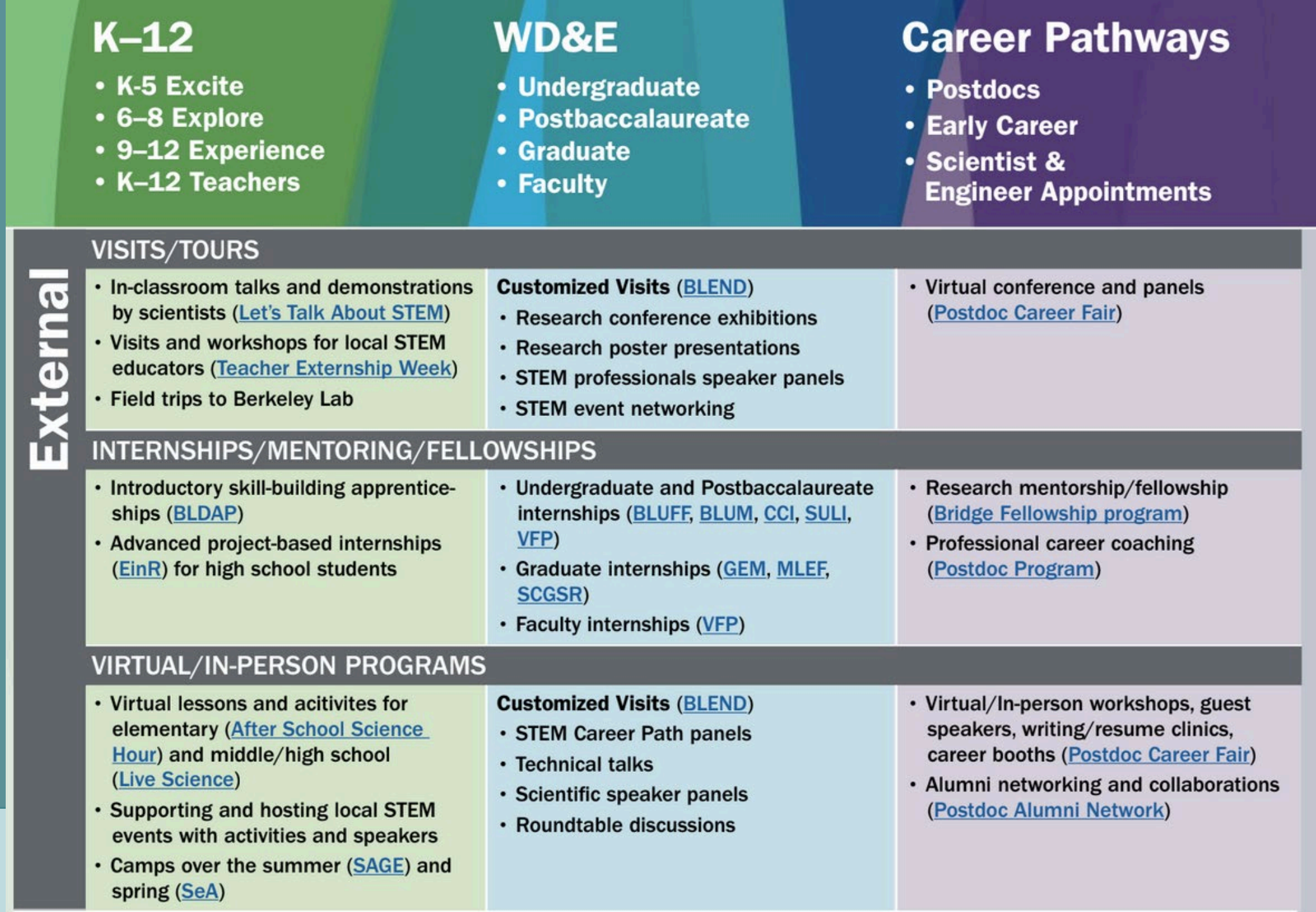
Workforce Development & Education

Learn more about internships at Berkeley Lab!

Visit **education.lbl.gov** | Colette Flood, Director, clflood@lbl.gov

BERKELEY LAB

Connect with STEM's next generation




Questions?

Small Business Program & Business Opportunities

Phillip McCants

Small Business Liaison Officer

Lawrence Berkeley National Laboratory

April, 2022

BERKELEY LAB
Lawrence Berkeley National Laboratory

OCFO
Office of the Chief Financial Officer

Mission

To support the growth and development of small businesses

Vision

To be a role model in creating small and minority business success stories

Philosophy

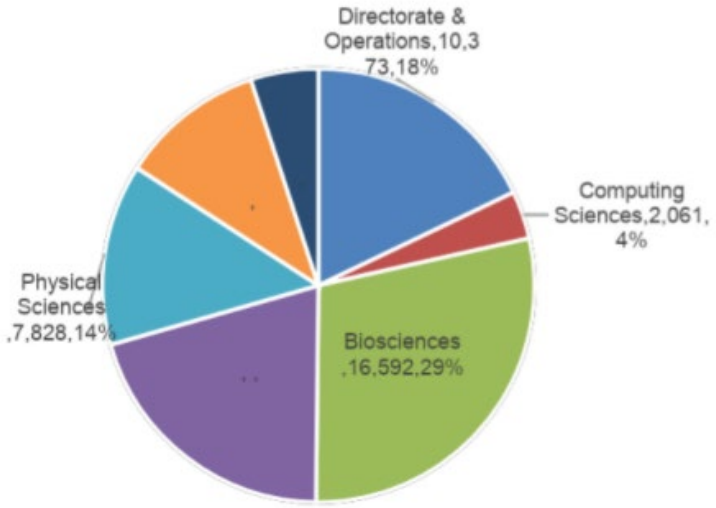
Small Business First

Small Business Set-Asides & Non-Competitive Awards

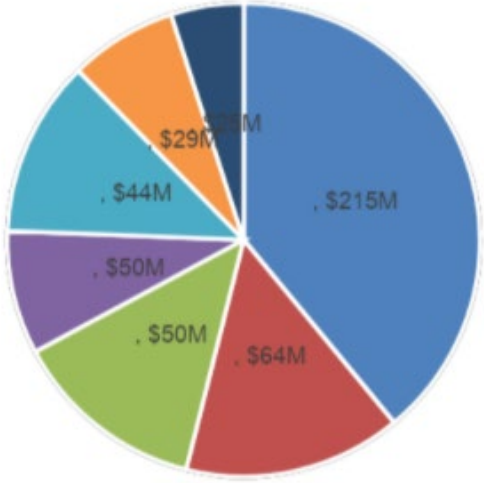
- Subcontracts up to $150K set-aside or sole-sourced to small business
- Construction subcontracts up to $3M set-aside or sole-sourced to small business
- Subcontracts exceeding $150K set-aside using rule of 2
- HUBZone, 8(a), SDV set-aside or sole sourced $4m/$3.5m

Most Recent Complete Year

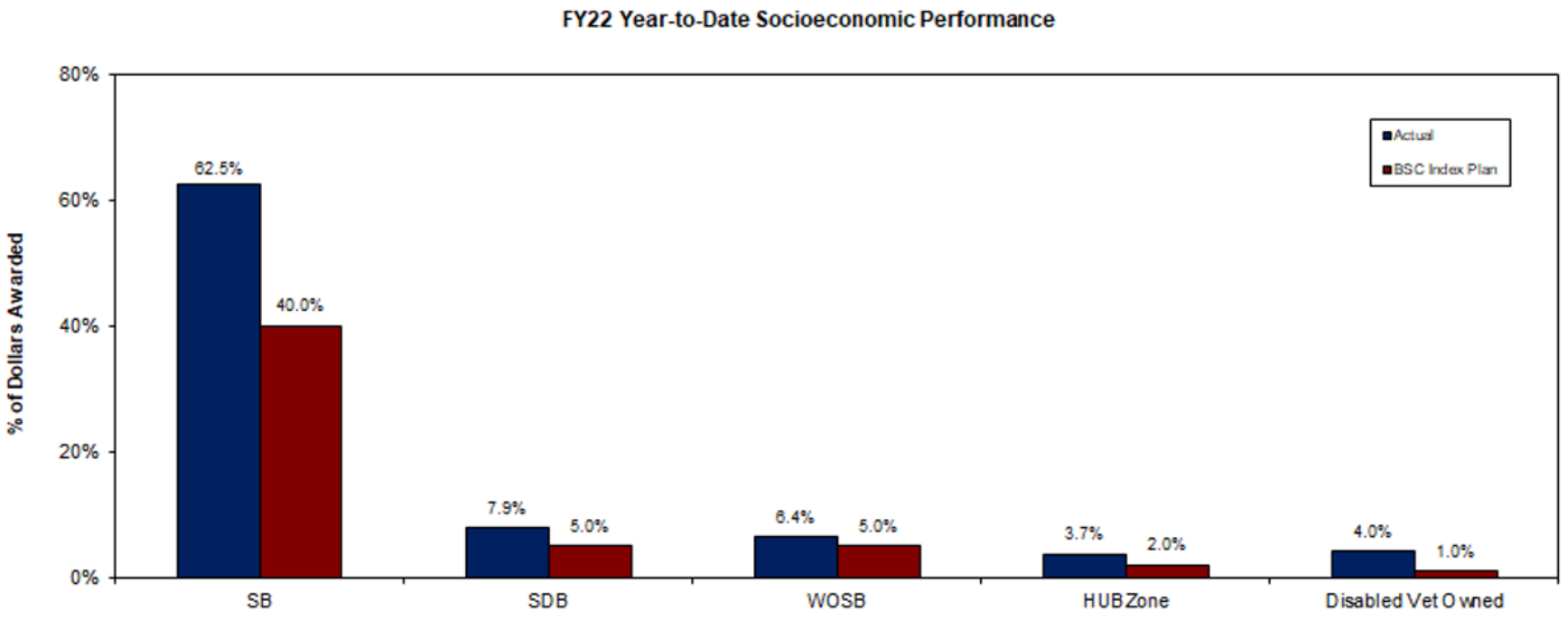
FY21 Volume **by Area (Total – 53,097**



FY21 Spend by Area (Total $477M)



Socioeconomics Thru March 22



BERKELEY LAB
Office of the Chief Financial Officer

LBNL Small Business Office

Phillip McCants

Small Business Liaison Officer

Lawrence Berkeley National Laboratory

pmccants@lbl.gov

510-486-4595

Becoming An LBNL Supplier

System Award Management (SAM) Registration

https://sam.gov/content/home

LBNL Supplier Registry

https://procurement.lbl.gov/welcome-to-procurement-property/small-business-program/for-small-business-suppliers/

Must Be Eligible for Federal Awards

Potential Subcontracting Opportunities

Line	Description of the Acquisition	Acqusition Type	Acqusition Vehicle	Estimated Value	Estimated Fiscal Year & Quarter of RFP Release
1	Small Business Partner for eBuy/eCommerce Industrial and Scientific Catalogs.	Services	Master Agreement	>$10 million	FY2022 Quarter 3
2	Food Truck Services	Services	Subcontract	$1 to 3 million	FY2022 Quarter 3
3	Environmental Support Services	Services	Master Agreement(s)	$5 to 9 million in total	FY2022 Quarter 3
4	Tree Trimming Services	Services	Master Agreement	$1 to 2 million	FY2022 Quarter 3
5	Back-up child and adult dependent	Services	Subcontract	$1 to 3 million	FY2022 Quarter 3

General Provisions (Subcontract Terms)

General Provisions

Click on a subject area for General Provisions specific to that area.

The General Provisions are applicable to solicitations and awards for the indicated types of procurements. To view an earlier version of the General Provisions, click here or contact the Berkeley Lab Procurement Specialist.

- General Provisions for Architect-Engineer Services
- General Provisions for Commercial Supplies and Services
- General Provisions for Commercial Supplies and Services (Foreign)
- General Provisions for Consultant Services
- General Provisions for Equipment Lease
- General Provisions for Fixed Price Non-Commercial Supplies & Services
- General Provisions for Fixed Price Construction
- General Provisions for Cost Reimbursable Subcontracts
- General Provisions for Cost Reimbursable (No Fee) Subcontracts (with Educational Institutions and Nonprofit Organizations)
- General Provisions for Standard Research Subcontracts
- General Provisions for Time & Material Subcontracts

Open Forum

Partnership Mechanisms: Providing an overview of the partnership mechanisms to access National Lab Resources

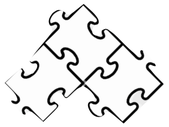
Strategic Partnerships Office
Gail Chen

Strategic Partnerships Office

How to Partner with a National Laboratory

Activities	Mechanisms
 Ideation, teaming, (virtual) Lab tours, project scoping, joint proposal drafting	• Informal discussion • Non-Disclosure Agreement (NDA) • Memorandum of Understanding (MOU)
 Testing samples, validate research, and/or sharing technical information	• Material Transfer Agreement (MTA) • NDA or Data Use Agreement (DUA)

 Access to User Facilities (in person or remote)	• User Agreements
	  ○ Non-proprietary (no-cost, merit review, publish results)
	  ○ Proprietary (cost recovery)

 Technical support & access to equipment/experts/teams, co-develop technology	• Sponsored research agreements • Technical assistance agreements
 Access to Federal and State funding, additional partners	• Joint grant proposals to SBIR/ STTR, Tech Commercialization Fund, & larger programs ○ DOE, CEC, DOD, DARPA, NSF, etc.
 Commercialize Lab intellectual property, create startup	• Licenses
 Embed employee at Lab, join startup incubator	• Lab Affiliate Programs, • Cyclotron Road @ Berkeley Lab

How to Partner with a National Laboratory

Resources and Contacts

BERKELEY LAB
Bringing Science Solutions to the World

- Berkeley Lab - www.lbl.gov
- Strategic Partnerships Office - spo.lbl.gov
- External Partner Interest Form | Strategic Partnerships Office (lbl.gov)
- Contact Us: **spo@lbl.gov**
- Cyclotron Road - cyclotronroad.lbl.gov

LAB PARTNERING SERVICE

- DOE OTT Lab Partnering Service (LPS) - labpartnering.org
- LINC Bay Area Labs - https://www.bayarealabs.org/

Tech Maturation
Funding Opportunities and Access to LBNL Intellectual Property

Shanshan Li
Principal Tech Commercialization Associate
Intellectual Property Office
Lawrence Berkeley National Laboratory
April 26, 2022

BERKELEY LAB

IP INTELLECTUAL PROPERTY OFFICE

Opportunities for Commercializing DOE Funded IP

Tech Commercialization Fund (TCF)

- FY22 TCF FOAs issued by DOE Program Offices (FECM and VTO already released)
- Application submission via National Lab employee only
- 50% (in-kind or cash) cost share required from a non-federal source
- **Funding amount per selection:**
  - Topic 1 Projects: $100K - $250K; 6-18 months performance period
  - Topic 2 Projects: $250K - $1.5M; 12-36 months performance period

Small Business Innovation Research and Small Business Technology Transfer Opportunities (SBIR/STTR TTOs)

- FY2019 total DOE program budget including ARPA-E was over $300M
- TTOs are subtopics under the SBIR/STTR topics released in July and November each year
- Applicant has to be a small business and be willing to work on National Lab developed IP
- **Funding amount per award:**
  - Phase I: Feasibility, Proof of Concept R&D $150K or $225K (varies by topic); 6-9 months project duration
  - Phase II: Prototype/Process R&D $1M or $1.5M; 24 months project duration

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IP INTELLECTUAL PROPERTY OFFICE

Available LBNL Technologies

SEARCH TECHNOLOGIES

https://ipo.lbl.gov/for-industry/

- Biotechnology (304) [-]
  - Agriculture (23)
  - Biomass Deconstruction (49)
  - Human Health/Precision Medicine (109) [+]
  - Bio-based products (77)
  - Biomass Feedstocks (22)
  - Microbiome (12)
  - Biofuels (59)
  - Biotech Software (36)
  - Synthetic Biology Tools and Software (57)
- Computing Sciences (26) [-]
  - Computer Architecture (7)
  - Cybersecurity (2)
  - Quantum Computing (8)
  - CS Biotechnology (1)
  - High Performance Computing (7)
  - Semiconductor Tech (4)
  - CS Software (6)
  - Networking Infrastructure (3)
- Energy Technologies (115) [-]
  - Building Energy Efficiency and Analysis (11)
  - Energy Storage (51) [+]
  - Electricity Grid (4)
  - Industrial Heating and Energy Efficiency (4)
  - Energy Generation (20)
  - Materials (6)
- Humanitarian (2)
- Physical Sciences (214) [-]
  - Advanced Materials (58) [+]
  - Semiconductors (28)
  - Electronics (3)
  - Sensors and Detectors (49)
  - Photonics (19)
  - Spectroscopy and Microscopy (52) [+]
- Water, Air, Geosciences, and Environment (31) [-]
  - Air treatment and monitoring (2)
  - Materials for Water, Air, Environment (4)
  - Environmental Technologies (13)
  - Water treatment (16)
  - Geosciences (4)

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IPO INTELLECTUAL PROPERTY OFFICE

Key Takeaways

We are always looking for partners to cost share or apply for funding to commercialize our IP

For more information about licensing and commercializing LBNL IP, contact me at

shanshanli@lbl.gov
Principal Technology Commercialization Associate
Intellectual Property Office

https://ipo.lbl.gov/for-industry/

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IP INTELLECTUAL PROPERTY OFFICE