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| NORTH CAROLINA BIOTECHNOLOGY CENTERBIOGRAPHICAL SKETCH FORM – Biotechnology Innovation Grant Provide the following information for key personnel. **DO NOT EXCEED 1 PAGE.** | | | | |
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| NAME  Michael Carnes | | POSITION TITLE AND DEPARTMENT  Technology Commercialization Counselor | | |
| INSTITUTIONS  **SBTDC** | |
| EDUCATION/TRAINING *(Begin with baccalaureate or other initial professional education, such as nursing, and include postdoctoral training.)* | | | | |
| INSTITUTION AND LOCATION | DEGREE  *(if applicable)* | | YEAR(s) | FIELD OF STUDY |
| North Carolina State University | BS | | 2006 | Microbiology |
| North Carolina State University | PSM | | 2012 | Microbial Biotechnology |
| North Carolina State University | MBA | | 2013 | Tech Commercialization & Entrepreneurship |
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**NOTE: The Biographical Sketch may not exceed ONE page.**

1. **Positions and Honors.** List in chronological order previous positions, concluding with your present position. List any honors. Include present membership on any Federal Government public advisory committee.

**Syngenta Biotechnology Inc. Research Technician**

**Biology Teaching Assistant NCSU**

**Academic Scholarship NCSU Jenkins MBA Program**

**NCSU Department of Plant Pathology Research Technician**

**ECU Patent Committee (Alternate Member)**

**Technology Commercialization Counselor (SBTDC)**

1. **FOR COMMERCIALIZATION ADVISOR PERSONNEL: List relevant experience as it relates to the proposed   
    project.**

* **Provided technology commercialization support to over 150 small to mid-size companies (many in the clinical therapeutic space) working to develop and commercialize novel products. This includes regular support with:**
  + **Commercialization strategy**
  + **Primary and secondary market research**
  + **Business plan creation and review**
  + **Grant funding support (assisted with over $40M raised through SBIR/STTR programs)**
  + **Equity capital support (assisted with over $20M raised through angel and venture capital funding)**
  + **Intellectual property strategy assistance**
  + **Participation and delivery of educational training opportunities for small businesses**
  + **Leveraging relationships with key partners to assist companies with commercialization**
  + **Support companies by engaging student interns based on relationships with key university partners**
* **ECU Patent Committee:** 
  + **Participation in monthly committee meetings to evaluate university IP to make decisions on whether or not the university will pursue patents.**
* **NCSU HiTEC program**
  + **Worked toward commercialization of university IP in the clinical diagnostics space while in the NCSU MBA program**
  + **Refined a value proposition and developed a commercialization strategy based on a year’s worth of primary market analysis, communication with customers, competitors, and other commercialization stakeholders.**
  + **Maintains relationship with the program and teaches module on SBIR grant funding**
* **Masters of Microbial Biotechnology**
  + **Worked on semester long projects with 4 separate companies commercializing biotechnology products for applications in the clinical settings.**