

CORNELL  
UNIVERSITY

## STATION NEWS

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## BRIEFS

LAMBOY ASSUMES GRAPE  
CURATOR DUTIES

Warren F. Lamboy has recently assumed the duties of curator of the USDA/ARS cold-hardy grape collection at the Geneva, New York repository.



Lamboy has been with the Plant Genetic Resources Unit in Geneva for the past four and one-half years as a Cornell Research Associate. His educational background includes a B.S. in mathematics, an M.S. in statistics, and a Ph.D. in Plant Biology. In addition to continuing the established record of maintenance and distribution of material from the collection, he also plans to intensify the documentation of the genetic diversity in the collection.

Lamboy has begun a collaborative project with colleagues in California and Australia to use DNA sequences to "fingerprint" accessions and to determine genetic relationships between them. Such information will be used to evaluate potential new accessions for inclusion in the collection, to test for trueness-to-type, and to aid in the establishment of a grapevine core collection.

## GARNER WINS BEST PAPER

Lauren Garner won the Best Paper award in the graduate student competition at the Northeast Section meetings of the American Society of Horticultural Science held in Beltsville, Maryland, on January 6 and 7.

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COMMERCIALIZING CORNELL  
TECHNOLOGY A POSSIBILITY

"We're traveling in some new territory for a university," said James E. Hunter, before some 45 members of the faculty, staff, and others who attended a workshop at the Station on "Commercialization of Cornell Technology" on January 31. "We need to be thinking about taking our research and knowledge and becoming entrepreneurs," continued Hunter. "A few years ago, it would not have been possible to devote some of our time and energies toward the private sector. There would be conflict of interest concerns. Today, within limits, it is possible for university employees to become entrepreneurs."

The workshop on commercialization of Cornell technology included participants from the City of Geneva, a former member of the Station's staff who started a high-tech company, the Cornell Research Foundation, the Cornell Office for Technology Access and Business Assistance, and an attorney specializing in establishing small businesses.

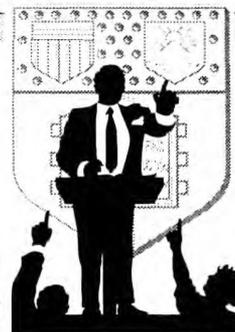
In his welcoming remarks, Sanford I. Miller, City Manager of Geneva, indicated that Geneva had entered into a memorandum of understanding with Cornell University, Cornell Cooperative Extension, and the Geneva Station. "This agreement, among other things, makes the City of Geneva's economic development tools available for use by Station scientists and other researchers," said Miller. "It pledges City support for business opportunities, and places special emphasis on our economic development program for emerging technologies, especially from the work derived from such places as the Station; Cornell University; the Rochester Institute of Technology in Rochester, New York; and Syracuse University."

Thomas E. Stasz, Vice President, Technology Development and Legal Affairs, for TGT, Inc., discussed what it took to develop a small company from research conducted at a place such as the Experiment Station. TGT, Inc. was founded by Gary Harman, professor of microbiology in the Geneva Station's department of horticultural sciences; Stasz, a former assistant of his; and Russ Howard, a business specialist. TGT markets a biologically engineered fungus that controls pests that attack the roots of plants, especially on crops such as soybeans.

Stasz explained that forming a company such as TGT, Inc. does not happen overnight. Once the technology proved that it should be made available to growers, it took about a year to formulate the idea for the company. A business plan was written, market research done, and the business incorporated. Seed money for the company was put up by the founders. Then, since the technology and product were based on science done as part of Harman's program at the Station, the group met with the Cornell Research Foundation in Ithaca to negotiate a license.

Eventually, TGT, Inc. began operating out of offices located in Geneva's economic incubator center on Genesee Street. A market order for sale of the product was received and investors obtained. The span of time for all of this to develop was from 1991 through 1994. This year is seen as a time for expansion, including the sale of stock. By 1997, the company intends to have a public stock offering.

Stasz feels if it hadn't been for Cornell's cooperation, their company never would have become a reality. "You need very strong encouragement from the university, or you aren't



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(COMMERCIALIZATION, Cont. from page 1)

going anywhere," he said. "The Cornell Research Foundation has been very good about getting patents, supporting researchers, and protecting intellectual property.

Richard S. Cahoon, Vice President of the Cornell Research Foundation, Inc., explained how that organization can help move technology and products from the university laboratory into the mainstream commercialization. "This Foundation allows individuals within the Cornell community to foster business opportunities whether it's a start-up such as TGT, Inc. or commercialization of technology that inventors create on campus and license," stated Cahoon.

"The foundation leans toward entrepreneurship and start-ups," he said. "One of the things that we do for a lot of inventors and creators is to help them understand what the potential market opportunity is. We will even tell people that they have an 'ugly baby,' meaning the idea is probably not worth pursuing in the commercial marketplace."

Cornell Research Foundation can provide contact with potential investors, although it does not invest in companies itself. An important part of the Foundation's work is to be sure there is no conflict of interest with Cornell University.

"One way to deal with this," said Cahoon, "is to see that the intellectual property comes through the Foundation. Then, it becomes pretty clear that we own it and can then license it out." In other words, the inventor at Cornell does not own the technology; the Cornell Research Foundation does.

Another organization within the University that helps in the commercialization of Cornell technology is the Cornell Office for Technology Access and Business Assistance (COTABA), which formally began operations January 3, 1995. Director Ed Wolf is a former professor of electrical engineering at Cornell and Director of what is now the National Nonofabrication Facility. He was a co-inventor of the gene gun along with Dr. John Sanford.

"Objectives of COTABA are three-fold," stated Wolf. "We want to nurture new business enterprises, both on-campus and off-campus. We want to provide an avenue

for faculty, graduate students, post docs, and staff members to think about possible business opportunities that might exist beyond Cornell. And, lastly, we want to be able to link to the business community and work effectively in the creation of an incubator." COTABA is operated under the auspices of the Vice-president for Research and Advanced Studies at Cornell, Dr. Norm Scott.

Ralph Merzbach, partner in the law firm of Woods, Oviatt, Gilman, Sturman, and Clarke in Rochester, NY, summed up the

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**Ed Wolf, Director, COTABA**

legal challenges of start-ups: "You need more than just product people in a company. You need to move the technology into becoming a product. You need to move the product into becoming a business. You need to move the business into becoming a company. Putting all that together takes marketing, finance and administration, and savvy and experience. That all takes money, and it means some very complex pieces of a jigsaw puzzle have to be put together in the form of a relationship between the founders and the business and the business itself."

Merzbach went on to detail all the legal issues that have to be addressed including possible conflicts of interest among the founders, in which state the business is incorporated, various kinds of stocks and stock option plans, invention agreements, and raising capital.

Final presenter at the workshop was Richard Rising, Director of Planning and Economic Development for the City of Geneva. He emphasized that Geneva is very interested in attracting businesses, encouraging new business start-ups, and helping support existing businesses to grow. "We have space and facilities for business incu-

bation and provision for support services. We also have low-cost financing," he said.

Geneva's business incubator is called the Geneva Enterprise Development Center. Located in the former American Can building, it contains 250,000 square feet of space. Currently, there are seven companies in the building, including TGT, Inc., occupying about 60,000 square feet of space. The companies employ about 70 people.

"Our objective is really to incubate businesses. This means we want to help them grow and expand and eventually leave the facility, hopefully for another location in Geneva," stated Rising. In addition to the industrial incubator, Geneva is developing an incubator in downtown Geneva which will be geared specifically for retail and service businesses.

Geneva can also make loans to help businesses get started. "We have a federal loan fund that is well capitalized," said Rising. "There is an industrial fund that has just under \$2,000,000 in it. All the businesses that in the incubator have loans with the City."

Another major achievement of Geneva was being named one of 40 Economic Development Zones in the state of New York. The zone consists of 1.2 square miles in the City and includes all of the downtown area, the lakefront, and all of the industrial areas. The designation lasts for 10 years.

"There are many, many advantages to us having an Economic Development Zone," said Rising. "Most of the benefits are tax benefits. It doesn't provide us money to give to businesses. It provides us an opportunity to give businesses tax credits and to lessen the regulatory environment for businesses." Other areas may be added to the Zone later, according to Rising, including the area surrounding Seneca Foods, which is in the Town of Geneva on Gambee Road.

In addition to the memorandum of understanding with Cornell University and the Experiment Station, the City has similar agreements with High Technology of Rochester, Hobart and William Smith Colleges, and Finger Lakes Community College. Recently, Geneva began similar discussions with RIT and the U of R. 🐾

(BRIEFS, Cont. from page 1)

Her paper was entitled, "The effect of mechanical stimulation on the field performance of tomato transplants."

Garner is working on a Master's degree in Vegetable Crops under Thomas Bjorkman in Horticultural Sciences.

## NYS VEGETABLE CONFERENCE AND CULTIVATION CONFERENCE

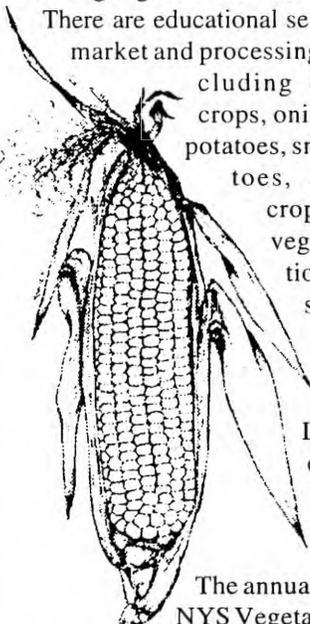
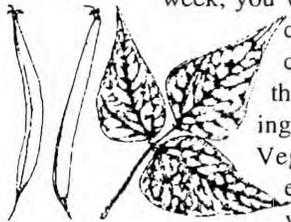
If you are looking for members of the Horticultural Science department next week, you would do best to check in Syracuse. Many of them will be attending the 1995 NYS Vegetable Conference and Cultivation Conference, February 14-16, at the Sheraton Inn in Liverpool, NY.

The conference attracts growers, trade show exhibitors, and horticultural scientists from all over New York, and is one of the highlights of the winter show season.

There are educational seminars on fresh market and processing vegetables, including cabbage, vine crops, onions, sweet corn, potatoes, snap beans, tomatoes, and specialty crops like oriental vegetables. In addition, there will be special short-courses on cultivation, managing Late Blight Disease in potatoes, and growing vegetables in greenhouses.

The annual meetings of the NYS Vegetable Growers and the Empire State Potato Club will be held on Wednesday.

Presenters from the Station include entomologists, hort scientists, and plant pathologists, notably Tony Shelton, Curt Petzoldt, Helene Dillard, Steve Reiners, George Abawi, Chuck Eckenrode, Jim Ballerstein, Mike Dickson, and Gary Harman.



## POLICIES, PROCEDURES and PEOPLE

### Three New Babies Welcomed Last Week

- Congratulations to Karen and Mark Wentworth on the birth of their daughter, Abigail, on February 2. Abigail weighed in at 8 pounds and measured 20 1/2 inches long. She is also welcomed by her big sister, Allison. Karen is a Technician in the Department of Entomology.
- Congratulations to Leaann and David Kidd on the birth of their son, Nathan Lee, on February 2. Nathan weighed in at 8 pounds, 2 ounces. David is a Technician in Food Science and Technology.
- Congratulations to Kathy Arnink on the birth of her son, Cooper, on February 3. Cooper weighed in at 6 pounds, 13.5 ounces. Kathy is a Research Support Specialist in Food Science and Technology.

## DOMESTIC PARTNER BENEFITS HEALTH and DENTAL

The New York State Department of Civil Service has announced that effective February 2, 1995, health and dental coverage is available for domestic partners of statutory employees. Contact Personnel, Jordan Hall, for a Domestic Partner Benefits informational packet, including enrollment forms, or the Statutory Benefits Office, B-22 Mann Library, Ithaca (8-5-4455).



## MACFACTS

**CUSTOMIZE THE COLOR OF HIGHLIGHTED TEXT** • If you have a color monitor, you can change the color of the area that appears around highlighted text as well as the color of certain window elements. To customize these items, do the following: From the **Control Panels** folder (in your **System Folder**), select **Color**. Play with the color choices until you get a color combination you like. Then click the close box.

**CREATE PROFESSIONAL FILL-IN LINES** • Many people create blank forms with fill-in lines using underscores. However, it's difficult to get the underscores to line up. A simple solution is to use right-align tabs and tab leaders. For example, in Word you first click the ruler to set a tab stop at the location where you want the line to *begin*. Then click the third (right-align) tab icon in the ruler bar. Click the location on the ruler where you want the line to end. Then, double click on the right-aligned tab mark you just created. You'll see a dialog box. In the Leader section, select the last option (underline). Then, click the close box. When you press **Tab** between the two tab settings, you'll see an underline. It sounds complicated, but the results are worth it.

**GO TO A PARTICULAR PAGE** • When using Microsoft programs (such as Word and Excel), you can go to a particular page with a few clicks of your mouse. Double click on the page number at the lower left portion of the window to access the **Go To Page** dialog box.



# THIS WEEK'S CALENDAR

FEBRUARY 10 - 17, 1995

## EVENTS • MEETINGS

**Monday, February 13, 12:10 pm**  
Sawdust Cafe  
*Aerobics/Fitness Class for all employees*

**Tuesday, February 14, 10:30 am**  
348 Morrison Hall, Ithaca  
*CALS Chairs' Meeting*

**Wednesday, February 15, 12:10 pm**  
Sawdust Cafe  
*Aerobics/Fitness Class for all employees*

**Friday, February 17, 9:00 am**  
Room 310, Barton Lab  
*Geneva Administrative Managers' Meeting*

**Friday, February 17, 12:10 pm**  
Sawdust Cafe  
*Aerobics/Fitness Class for all employees*

## SEMINARS

### HORTICULTURAL SCIENCES

**Date:** Monday, February 13  
**Time:** 11:00 am  
**Place:** Staff Room, Jordan Hall  
**Speaker:** Sigrid Carle  
Department of Biology  
Hobart and William Smith  
Colleges  
**Topic:** Hormonal Control of the Plant  
Cell Cycle

### PLANT PATHOLOGY

**Date:** Tuesday, February 14  
**Time:** 3:00 pm  
**Place:** Room A133, Barton Lab  
**Speaker:** Jana Lamboy  
Department of Plant Pathology,  
Geneva  
**Topic:** Discovery and Characterization  
of Differentiation Protein in  
*Uromyces appendiculatus*

### FOOD SCIENCE AND TECHNOLOGY

**Date:** Wednesday, February 15  
**Time:** 10:30 am  
**Place:** Conference Room, Food Science  
**Speaker:** Carl F. Aten, Professor  
Hobart and William Smith  
Colleges  
**Topic:** Metals in Growth Rings of a  
100 Year Old Aspen Tree in  
Geneva

## CLASSIFIED

**YOGA CLASS:** The practice of yoga reduces the effects of stress on the body and helps to tone and firm the body. Yoga class is being offered Saturday mornings, 10:15-11:45 am, starting March 4 at Hobart and William Smith Sport and Recreation center, 283 Hamilton Street. Call Anne Gilman at 789-7223 for details.

**FOR SALE:** 1981 Toyota Tercel. Good winter car, timing belt changed last year, good tires. Esther Menseth's car—she is graduating which is the reason she is selling. \$550. Call Stan at x278.

**WANTED:** If you have coins from your country you can spare, perhaps you would send me one or two. I'd be glad to give you the equivalent in US currency. My nephew (who is 7) has begun a coin collection of coins from other countries. I'd like to help him add to his collection for his birthday on February 18. Call Cathy Matteson, Plant Path, at x312.

**FOR SALE:** Home brewing supplies and ingredients available. You can make great beer economically. Call John Ludwig at 539-3155.

## ELEVENTH ANNUAL STATION CLUB BOWLING PARTY

Just in case you haven't signed up yet for the Station Club Bowling Party, here's one more chance to do so. Saturday, February 25 at 5:30 pm, the Station Club holds its ELEVENTH ANNUAL STATION CLUB BOWLING PARTY at the Town & Country Lanes, Pre-Emption Road, Geneva. The team captain should be the one to submit the section below along with the total amount the team owes.

Remember, if you are not going to bowl, but plan on attending, you must sign up under the category "Non-Bowlers" in order to be able to eat and drink. If you are signing up individually, just return the section at right yourself. The form and payment should be returned to Matt Lewis, Jordan Hall, no later than Friday, February 17. Checks should be made payable to "Station Club". Hope to see you there!

TEAM NAME: \_\_\_\_\_

TEAM CAPTAIN: \_\_\_\_\_

TEAM MEMBERS:            1) \_\_\_\_\_

   2) \_\_\_\_\_

   3) \_\_\_\_\_

   4) \_\_\_\_\_

   5) \_\_\_\_\_

NON-BOWLERS: \_\_\_\_\_

Bowling:

    \_\_\_\_\_ @ \$7.50/Club Member            \$ \_\_\_\_\_

    \_\_\_\_\_ @ \$9.50/Non-Club Member        \$ \_\_\_\_\_

Non-Bowling:

    \_\_\_\_\_ @ \$4.00/Club Member            \$ \_\_\_\_\_

    \_\_\_\_\_ @ \$6.00/Non-Club Member        \$ \_\_\_\_\_

TOTAL AMOUNT ENCLOSED \$ \_\_\_\_\_