Prince George's County Economic Development Meeting

Rich Bendis
1/16/2013

www.BioHealthInnovation.org
“The Region”--Central Maryland

Unrivaled Research Assets
Unfulfilled Commercial Promise
State of Maryland: Federal & University Resources

59 Federal Laboratories, Centers, & Institutes in Maryland

Maryland Federal R&D investment exceeding $12 billion annually

JHU and USM represent another $3.5 billion in annual R&D
Prince George’s County
Federal Assets

USDA
NASA
Bureau of the Census
FDA

APHIS
IRS
National Archives
NOAA

Joint Base Andrews
A Region Rich with Research Institutions
**Challenges to Innovation Economy**

- Lack of connection of innovation resources
- Lack of an entrepreneurial culture and C-level executives
- Lack of early-stage funding for commercializing technologies
- Lack of spin-offs from federal and university R&D

**BHI Value Proposition**

- Connects regional innovation assets
- Develops an entrepreneurial talent and support pipeline
- Attracts funding for technology commercialization
- Evaluate commercially relevant federal and university technology for new spin-offs
BioHealth Regional Innovation Cluster Assets
What is A Regional Innovation Intermediary?

• An organization at the Center of the region’s, state’s and country’s efforts
  – Align local technologies, assets and resources
  – Advance Innovation

• Regionally-oriented
• Private-public partnership, 501(c)(3) nonprofit
• Market-driven, private sector-led
• Neither a government initiative, nor a membership organization
**BHI: An Innovation Intermediary that Connects Sectors, Industries, Communities, & Markets**

- Connects Private, Public and Academic Sectors
- Connects Bio-Health Cluster Industries
- Connects Central Maryland Communities
- Connects Regional, National and Global Markets
Regional BioHealth Ecosystem Partners

**ACADEMIA**
- Research/T2
- Lifelong Learning
- Economic Development

**INDUSTRY**
- Profit
- Process
- Product

**GOVERNMENT**
- Sustainability
- Infrastructure Support
- Economic Policy

**FOUNDATIONS**
- Economic Growth
- Community Investment
- Regional Collaboration

**INSEPARABLE MISSIONS**
BHI Partners and Sponsors
BHI Board of Directors

Daniel J. Abdun-Nabi
CEO, Emergent BioSolutions

Michael J. Baader, Esq.
Managing Director, Venable LLP

Richard Bendis
President & CEO, BioHealth Innovation, Inc.

Scott Carmer (Chair)
Executive Vice President of Commercial Operations, MedImmune

Kenneth Carter
Chair, Noble Life Sciences

Scott Dagenais
Senior Vice President, M&T Bank

Ronald J. Daniels
President, Johns Hopkins University

Jens Eckstein
President, SR One (GSK)

David M. Gillece (Secretary)
Regional Managing Principal, Cassidy Turley

William E. Kirwan
Chancellor, University System of Maryland

Douglas Liu
Senior Vice President of Global Operations, Qiagen

David Mott
General Partner, New Enterprise Associates

Jay Ridder
Office Managing Partner, Ernst & Young

William G. Robertson (Treasurer)
President & CEO, Adventist Healthcare

J. Thomas Sadowski
President & CEO, Economic Alliance of Greater Baltimore

Thomas Street
Assistant Chief Administrative Officer, Montgomery County Government
BHI/EIR Technology Focus

- Therapeutics
- Diagnostics
- Medical Devices
- Healthcare Services
- E-Health
- Mobile Health
- Electronic Medical Records
- Health Informatics
- BioHealth Cyber Security
Innovation Paradigm Shift

PROOF OF CONCEPT
(Technological Feasibility)
Laboratory Push
“It Works!”

PROOF OF COMMERCIAL RELEVANCE
(Market Pull)
“It Works To Solve A Problem”
“I’ll Buy It”
Innovation Capital

“VALLEY OF DEATH”

<table>
<thead>
<tr>
<th>Stage</th>
<th>POR / Pre-Seed</th>
<th>Seed/Start-Up</th>
<th>Early</th>
<th>Later</th>
</tr>
</thead>
<tbody>
<tr>
<td>Source</td>
<td>Founders, FFF</td>
<td>Angels, IBED, SBIR</td>
<td>Venture Funds</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Bootstrapping</td>
<td>Accelerator Seed Funds</td>
<td>M&amp;A, IPO</td>
<td></td>
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<td></td>
<td>Crowdfunding</td>
<td></td>
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<tr>
<td>Demand</td>
<td>$0K</td>
<td>$500K</td>
<td>$2.5M</td>
<td>$5.0M</td>
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<tr>
<td>Supply</td>
<td>&quot;VALLEY OF DEATH&quot;</td>
<td></td>
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</table>

BioHealth Innovation
Maryland’s Commercialization Collaborative
### Central Maryland Innovation Capital Map

**Pre-Proof of Concept**
- NIH R01
- NIH R03
- NIH R21
- Small Business Technology Transfer Research Grant (SBTR) Phase I
- Innovate Maryland

**Translational Research / Proof of Concept**
- NIH Center for Accelerated Innovations (CAI)
- NCATS Cures Acceleration Network (CANC)
- Small Business Innovation Research Grant (SBIR) Phase I
- Maryland Stem Cell Research Fund (MSRCF)
- TEDCO University Technology Development Fund (UTDF)
- TEDCO TechStart
- Maryland Biotechnology Center’s Translational Research Award

**Proof of Commercial Relevance / Pre-Seed**
- Maryland Industrial Partnerships (MIPS @ UMD)
- Maryland Biotechnology Center’s Biotechnology Commercialization Awards
- TEDCO Maryland Technology Transfer and Commercialization Fund (MTTCF)
- BHI SBIR/STTR Commercial Relevance
- BHI Commercial Relevance Fund (CRF)

**Seed / Start-Up**
- Dingman Center Angels (UMD)
- TEDCO Johnson & Johnson Joint Investment Program
- Propel Baltimore Fund
- SBIR / STTR Phase II
- BHI Central Maryland Angel Fund
- National Association of Seed & Venture Funds (NASVF)
- Angel Capital Association (ACA)

**Early Stage**
- Maryland Health Care Product Development Corporation (MHCPDC)
- Invest Maryland: Maryland Venture Fund

**Later Stage**
- Maryland Venture Fund Authority
- ABS Capital Partners
- Greenspring Associates
- Novak Biddle Venture Partners
- Sterling Venture Partners
- Harbert Venture Partners
- JMI Equity
- National Venture Capital Association (NVCA)

**Funding Type Key**
- Academic
- Associations
- BioHealth Innovation, Inc.
- Innovation-based Economic Development (IBED)
- State of Maryland
- Venture Capital

**Tax Credits**
- Maryland Biotechnology Investor Tax Credit
- Montgomery County Biotechnology Investor Tax Credit

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**BioHealth Innovation**
Maryland’s Commercialization Collaborative
How does BHI work?

Commercialization Pipeline

Sources and evaluates biohealth intellectual properties (IP)

Funds market-relevant IP

Grows and markets businesses and products
BHI Commercialization Model

1. PROOF OF CONCEPT
2. PRODUCT DEVELOPMENT RESEARCH
3. PROTOTYPING
4. SBIR/STTR
5. PROOF OF COMMERCIAL RELEVANCE
6. MAKE TECHNOLOGY INVESTMENT GRADE
7. TRANSFER TECHNOLOGY TO INDUSTRY
8. GENERATE EQUITY, ROYALTIES, & LICENSE FEES
9. NEXT GENERATION PRODUCTS
10. REINVESTMENT

UNIVERSITIES, FEDERAL GRANTS, PRIVATE R&D, BASIC RESEARCH, INVENTIONS

PUBLICATIONS, PhD's, TENURE, PATENTS

WEALTH CREATION: COMPANIES, JOBS, PRODUCTS & PROFITS

FUNDING & ENTREPRENEURIAL RESOURCES

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Partnership Intermediary Agreements (PIA)

• **PIA between BHI and NIH’s Office of Technology Transfer (OTT)** that supports the 27 NIH institutes’ $3 billion intramural research and the Food and Drug Administration to **promote and foster cooperative research and accelerate technology commercialization** among NIH/FDA, businesses, and universities.

• **PIA/MOU between BHI and FDA** to assist in evaluation and potential commercialization of FDA technology through a dedicated EIR is being negotiated.

• **PIA between BHI and the Telemedicine & Advanced Technology Research Center (TATRC)** to capture USAMRMC and TATRC research outcomes and promote further research, product development, commercialization, and economic development opportunities.
  TATRC has funded 241 MD based projects over the last 12 years.
**Entrepreneur-in-Residence (EIR)**

- A team leader who combines scientific, financial/VC and entrepreneurial management experience to:
  - Perform due diligence
  - Develop biohealth project-focused companies

**Proactively** identifies and commercializes **market-relevant** intellectual properties from:
- Federal Labs
- Universities
- Private Sector

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**Progress (10 months into Program)**

- 97 Innovations identified and initially screened
- 63 Progressed to Secondary Analysis (Safety & Efficacy Profiling, IP Diligence, Regulatory & Development Pathways) and 12 to Primary Analysis
- Entered into consulting agreement with Perceptive Navigation
- Entered into agreement with Advanced Personalized Diagnostics, LLC
- Option Agreement for stem cell technology (JHU)
- Goal to fund the operation of more EIRs
EIR Criteria

• Senior management in an early stage life sciences startup
  – Entrepreneurial life science start up or spin out activity

• Management in a organization that specializes in startup companies

• Experience in a seed stage venture capital firm

• Served in a business development role in a high performing university or business development organization that successfully formed new ventures

• Served in a business development role, product development role, or other capacities for biotech products or services that enable substantial knowledge of the earliest stages of development for a new technology startup company
EIR Value Proposition

The Start-Up Company Spectrum

“True” NewCo
- Conceptual
- No Licensed IP
- 0 FTEs
- No Funds

“Shell” NewCo
- Licensed IP
- 0-1 FTEs: Scientist
- Funds from grants, friends and family

“SBIR” NewCo
- Licensed IP
- 1-10 FTEs: Some business experience
- Funds from SBIR, DoD, friends and family, etc

“Angel” NewCo
- Licensed IP
- 1-30 FTEs: C-level experience
- $1-3M in angel funds +/- grant money

“Series A” NewCo
- Licensed IP
- 5-30 FTEs: C-level experience
- $10-15M Venture Capital round

Orphaned Technologies
- No Licensed IP
- 0 FTEs
- No Funds
Different Technologies = Different Strategy

- Biomarker
- Imaging
- Diagnostic
- Therapeutic
- e-Health
- Research Tools
- Mobile Health
- Medical Device
- Personalized Medicine Service
EIR Expectations

- Assist OTT in the evaluation of existing technologies
- Provide an entrepreneurial perspective to OTT in its evaluation of new licensing proposals
- Advise OTT on opportunities for new ventures based on NIH/FDA technologies
- Assist with developmental strategies
- Mentor scientists to help ensure their research becomes commercially valuable

- Identify market viable innovations from NIH and other regional institutions
- Act as liaison among regional biohealth stakeholders and NIH
- Primary and secondary commercial analysis of lead technologies
- Develop novel technologies that are at conceptual stage
- Act as catalyst to license most interesting technologies and fund start-up companies
EIR Integration into NIH System

• **Office at the central Office of Technology Transfer (OTT)**
  – Volunteer status
  – Report to Director and Deputy Director of centralized OTT
  – Full access to NIH campus and staff

• **Active participant in Technology Review Groups at top three institutions**
  – Review of patent prosecution decisions for new and existing inventions

• **Active participant in Technology Development Coordinator meetings**
  – Key decisions on selected technologies

• **Access to database (SYNAPSE) detailing invention filings**
Maryland Universities/EIR Interaction

• $5.8M budget

• 5 University partners
  – 1-5

• 5 University site miners

• 40 University pre proof-of-concept technologies funded

• $25-$150K funded per technology

• Regular meetings between BHI/EIR and site miners

• BHI identifies most commercially relevant technologies

• BHI and INNOVATE MD partnership opportunities

• Creating a JHU/USM EIR

• BHI creating Commercial Relevance Advisory Board
EIR Expansion 2013

National Heart Lung and Blood Institute
National Cancer Institute
Food and Drug Administration
University EIR
Health Information Technology EIR
Early-Stage Analysis of Commercial Relevance

### Selected Criteria for Value Proposition

<table>
<thead>
<tr>
<th>Differentiation</th>
<th>Efficacy Data</th>
<th>Market Size</th>
<th>Reimbursement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Safety Data</td>
<td>Unmet Medial Need</td>
<td>Stage of Development</td>
<td>Industry Interest</td>
</tr>
<tr>
<td>Intellectual Property</td>
<td>Competitive Landscape</td>
<td>Advantages for Clinical Development</td>
<td>Novelty</td>
</tr>
</tbody>
</table>

#### Flowchart:

1. Identify Key Issues
2. Primary and secondary analysis
3. Can key issues be overcome by capital efficient investment?
Key Considerations for Technology Focus

• Clear unmet need that benefits public health
• First-in-class, best-in-class therapies
• Target therapeutic areas that reflect strategic objectives
• Clinical development advantage
• Relevance to strategic needs
What is the Overall Process for Licensing / Creating Company?

**Industry Needs**
- BHI Board
- Venture Capital
- Regional Pharma / Biotech
- Literature
- Personal Network

**Identification**
- Scientists
- Tech transfer
- NIH review meetings
- NIH Licensing Managers
- NIH database

**Market Analysis**
- Primary: Literature
- Secondary: KOLs
- Development strategy
- Scientific/commercial validation with internal and external experts

**Funding**
- IC (e.g. NCATS)
- SBIR-TT
- CRADA
- TEDCO
- Innovate MD
- Invest MD
- BioHealth Innovation
- Angel funding
- Venture capital
### BHI Client Companies

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Advanced Personalized Diagnostics, LLC</strong></td>
<td>Mimetas develops and markets Organ-on-a-Chip solutions for the pharmaceutical industry.</td>
</tr>
<tr>
<td><strong>Ahead Research, Inc.</strong></td>
<td>Ahead Research, Inc. is the parent company of the Symcat service that is delivered as a web and mobile application that matches patients to healthcare providers using data driven algorithms.</td>
</tr>
<tr>
<td><strong>Mimetas</strong></td>
<td>Mimetas develops and markets Organ-on-a-Chip solutions for the pharmaceutical industry.</td>
</tr>
<tr>
<td><strong>Perceptive Navigation, LLC</strong></td>
<td>Perceptive Navigation LLC is a medical device development company that intends to create medical devices related to image-guided, minimally-invasive niche markets.</td>
</tr>
</tbody>
</table>
BHI Innovation Capital

- **SBIR/STTR Assistance Program** - The BHI SBIR/STTR Assistance Program (in development) will provide assistance to biohealth-driven companies in the Central Maryland region in preparing for high-quality SBIR/STTR grant proposals for submission to federal funding agencies.

- **BHI Angel Fund** - The BHI Angel Fund (in development) will be a member-managed private equity investment fund that bridges the gap between pre-seed investments and institutional venture capital serving the Central Maryland region entrepreneurial needs.

- **BHI Commercial Relevance Investment Fund** - The BHI Commercial Relevance Investment Fund (in development) will be a pre-seed and early-stage, equity-based innovation capital fund to help grow, attract, retain and connect Central Maryland biohealth innovation-based companies that need financing to grow their enterprises.
Maryland SBIR/STTR Awards: NIH Success Rates

### Phase I: Ranked 32nd in Nation

<table>
<thead>
<tr>
<th>State</th>
<th>Success Rate</th>
<th>Total Funding</th>
</tr>
</thead>
<tbody>
<tr>
<td>Massachusetts</td>
<td>23.4%</td>
<td>$187,274,728</td>
</tr>
<tr>
<td>North Carolina</td>
<td>21.7%</td>
<td>$57,184,183</td>
</tr>
<tr>
<td>Michigan</td>
<td>20.6%</td>
<td>$36,269,084</td>
</tr>
<tr>
<td>Pennsylvania</td>
<td>20.6%</td>
<td>$65,590,113</td>
</tr>
<tr>
<td>Ohio</td>
<td>20.5%</td>
<td>$48,984,571</td>
</tr>
<tr>
<td>California</td>
<td>19.4%</td>
<td>$299,818,982</td>
</tr>
<tr>
<td><strong>Maryland</strong></td>
<td><strong>18.8%</strong></td>
<td><strong>$93,826,896</strong></td>
</tr>
<tr>
<td>Texas</td>
<td>17.1%</td>
<td>$62,222,413</td>
</tr>
</tbody>
</table>

### Phase II: Ranked 36th in Nation

<table>
<thead>
<tr>
<th>State</th>
<th>Success Rate</th>
<th>Total Funding</th>
</tr>
</thead>
<tbody>
<tr>
<td>Massachusetts</td>
<td>39.0%</td>
<td>$229,682,498</td>
</tr>
<tr>
<td>North Carolina</td>
<td>46.9%</td>
<td>$74,995,397</td>
</tr>
<tr>
<td>Michigan</td>
<td>40.2%</td>
<td>$50,861,560</td>
</tr>
<tr>
<td>Pennsylvania</td>
<td>41.7%</td>
<td>$77,613,326</td>
</tr>
<tr>
<td>Ohio</td>
<td>36.6%</td>
<td>$49,296,383</td>
</tr>
<tr>
<td>California</td>
<td>37.2%</td>
<td>$299,169,067</td>
</tr>
<tr>
<td><strong>Maryland</strong></td>
<td><strong>35.6%</strong></td>
<td><strong>$90,984,136</strong></td>
</tr>
<tr>
<td>Texas</td>
<td>37.3%</td>
<td>$67,019,062</td>
</tr>
</tbody>
</table>

Maryland ranks 19th in population in the US

NIH Source Data: 2002-2011; All Phases
BHI Commercial Relevance Program for SBIR / STTR and other Federal Funding

1. SBIR/STTR Pre-Application Form submitted by small businesses online @ BHI

2. Scoring and feedback provided on Pre-Application by 3 qualified reviewers from a national pool using an online evaluation system

3. Company receives feedback on concept moving forward on whether articulated as a strong project

4. Up to $3,000 financial grant considerations offered to assist in preparing full SBIR/STTR submission using Consultants, Technical Writers, or other service providers
US Angel Deals in Q3 2012 by Region

Pre-money valuation for early stage angel group deals dropped by $1 million to $2.6 million over the previous quarter. (Halo Report 2012)
The increasing importance of Angels

- 300,000+ angels are investing $30 billion per year in close to 50,000 ventures
- 100+ Angel Groups formed nationwide in last 5 years
- In many cases, Angel Groups are becoming alternatives to early stage VCs and incubators
- No dedicated Angel Funds in Maryland

Source: Angel Capital Education Foundation Website
# Angel Fund Competitive Advantages

<table>
<thead>
<tr>
<th>Individual Angels</th>
<th>Angel Groups</th>
<th>Angel Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Typically poor returns</strong></td>
<td><strong>Performance – a bit better:</strong></td>
<td><strong>Competitive advantages to get attractive returns:</strong></td>
</tr>
<tr>
<td><strong>Why:</strong></td>
<td><strong>Increased chance of an expert at the table</strong></td>
<td><strong>Only do deals where expert is leading deal</strong></td>
</tr>
<tr>
<td>- Lack of expertise</td>
<td><strong>More people available to share due diligence</strong></td>
<td><strong>Higher quality due diligence</strong></td>
</tr>
<tr>
<td>- Generally weak due diligence</td>
<td><strong>More eyes on deal</strong></td>
<td><strong>More eyes on deal</strong></td>
</tr>
<tr>
<td>- Less eyes on deal</td>
<td></td>
<td><strong>Vote process selects only the best deals</strong></td>
</tr>
<tr>
<td>- Intensive workload</td>
<td></td>
<td><strong>Professional Administration</strong></td>
</tr>
<tr>
<td>- Inadequate diversification</td>
<td></td>
<td><strong>Diversification</strong></td>
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<tr>
<td></td>
<td></td>
<td><strong>Follow-on reserves</strong></td>
</tr>
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</table>
BHI Angel Fund

- Maryland has no organized, dedicated professionally managed biohealth angel fund

- Over the past 15 years, high-technology angel investing has become more professional, organized, and more visible.

- When angels co-invested with other investors, the median round size was nearly $1.6 million, the highest since the second quarter of 2011 (Halo Report)

- Planning a BHI managed accredited angel investor fund; Initial target fund size of $3M - $5M

- 2013 – Assembling Private Placement Memorandum; Identify Investors
Health IT.... Booming

- Increased investments in the **mobile and healthcare sectors** helped boost the median size of angel and angel group syndicate rounds.

- Mobile health technologies projected to be worth **$11.8 billion by 2018**

Source: Q3 2012 Halo Report
Health IT Accelerator

A Health IT Accelerator is an intensive 12-week program that admits top-recruited companies and entrepreneurs, provides a curriculum and network of experienced mentors in business, marketing and product development in the Health IT arena to “accelerate” top companies.

- No HIT accelerators currently in Maryland
- Located in a Central Maryland Co-Working space
- Retain promising high growth HIT entrepreneurs in MD
# Health IT Accelerator

## Year 1 Accelerator

<table>
<thead>
<tr>
<th>1st Quarter</th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td>Complete Market Analysis of Sector and Opportunity</td>
<td>Assemble Management Team, Mentors, Technologists, Supporting Business Professionals for the Health IT Accelerator</td>
<td>Finalize Program Processes, Protocols &amp; Agreements</td>
<td>Publicize and Market the First Class and Opportunity (90 Day Process)</td>
</tr>
<tr>
<td>Launch of first Health IT class</td>
<td>Graduation Event with Investors</td>
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</table>
BHI H-RIC Model

Health Regional Innovation Cluster (H-RIC)

- Regional, cluster-based economic development model
- Modeled after the Department of Energy’s Regional Innovation Cluster
- Connects innovation assets to related industries
- Advances human health and economic prosperity
- Focuses on proof of commercial relevance
BHI News & Website

BHI Web site
The BHI Web site has news, an events calendar, research publications, regional organization feature stories and resources for the biohealth industry.
http://www.biohealthinnovation.org

BHI News
BHI’s weekly e-newsletter highlights the Central Maryland Region’s news articles, national biohealth trends and feature stories.
http://www.biohealthinnovation.org/news
Innovation Resource Guide

“Financing and Entrepreneurial Resource for Montgomery County and the Greater Baltimore Region”

- Entrepreneur and Innovation Resource Network
- Innovator Financing Guide
- The Startup’s Guide to Intellectual Property
- Guide to Federal Lab Tech Transfer

Central Maryland Biohealth Entrepreneur’s Resource and Finance Guide

- Provides businesses and entrepreneurs with information to access resources necessary to grow their biohealth businesses.
- A-Z directory of relevant businesses, organizations and resources for business assistance, economic development, innovation research, investment and technical assistance.
- A comprehensive financing guide designed to prepare businesses and entrepreneurs to navigate the complicated world of financing and investment.
- A startup’s guide to intellectual property that will introduce entrepreneurs to the complex issues surrounding patents, trademarks, copyrights and trade secrets.
- The guide will be free and available in both print and electronic formats.

Benefits of Inclusion:
- Exposure to businesses, entrepreneurs, non-profit organizations and government leaders.
- Opportunity to market assistance and investment programs to a large audience.

Benefits of Sponsorship:
- Company logo printed on the inside cover of the guide.
- Exposure to 1,000s of businesses, organizations and government leaders through distribution of the guide.

Benefits of Advertisemenent:
- Half-to-full-page detailed ads available to market your company or organization.
- Exposure to 1,000s of businesses, organizations and government leaders through distribution of the guide.

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Michael Combs
Economic Alliance of Greater Baltimore
410-637-4165
mcombs@greaterbaltimore.org

Central Maryland Biohealth Entrepreneur’s Resource and Finance Guide is a joint effort between BioHealth Innovation and the Economic Alliance of Greater Baltimore.
For more information, visit:
www.biohealthinnovation.org
www.greaterbaltimore.org
Central Maryland Bio Map

Interactive bioscience and technology map representing:

- Communities of entrepreneurs
- Academia
- Researchers
- Government
- Investors
- Technologists
- Seasoned industry leaders

The map is a platform for collaboration and economic growth as individuals from inside (as well as outside) of the community are able to participate in the benefits.
### How is Success Measured?

**BHI Metrics – First 5 Years**

<table>
<thead>
<tr>
<th></th>
<th>Now</th>
<th>In 5 Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>VC Funding for Biotech</td>
<td>$79 Million</td>
<td>$150</td>
</tr>
<tr>
<td>Government Funding for Biotech</td>
<td>Increased SBIR proposals &amp; success</td>
<td>Improve Maryland’s ranking</td>
</tr>
<tr>
<td>Source Prospective Deals Annually</td>
<td>30</td>
<td>150</td>
</tr>
</tbody>
</table>

- **Improve return on R&D investment by leveraging equity investment**
- **Create and retain 1,300 jobs**
- **Recruit entrepreneurs, experienced managers and businesses**
- **Commercialize biohealth technologies and create biohealth companies**
BHI: The Triple Bottom Line

Grows high-paying jobs and businesses

Expands tax base; improves economic vitality

...and Benefits human health!
BHI and Prince George’s County

LET’S FIND A WAY TO WORK TOGETHER!
BHI Staff

Richard Bendis
President & CEO
(215) 593-3333
rbendis@bendisig.com

Todd Chappell
Entrepreneur-In-Residence
(978) 933-1622
tchappell@biohealthinnovation.org

Ethan Byler
Director, Innovation Programs
(301) 637-7952
ebyler@biohealthinnovation.org

Renée Enright
Executive Administrator
(301) 637-5372
renright@biohealthinnovation.org

Amanda Wilson
Operations Manager
(301) 637-0699
awilson@biohealthinnovation.org

Adam Hafez
Student Intern
(301) 637-7270
ahafez@biohealthinnovation.org

BioHealth Innovation, Inc.
22 Baltimore Road | Rockville, MD 20850
bhi@biohealthinnovation.org