Turkish Delegation Visit to the State of Maryland

Richard Bendis
3/12/2013

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
A Region Rich with Research Institutions

BioHealth Innovation
Maryland’s Commercialization Collaborative
Alignment of National, State, and Regional Policies

• Link Both State, County & City Strategies to Obama Administration Objectives
• Develop an integrated Regional BioHealth Economic Development and Transit Strategy
• Present the “Regional Job Generating BioHealth and Transit Plan” to the White House & partner with federal agencies and other stakeholder organizations as a “Showcase Model.”
• Develop structure & governance for the regional BioHealth innovation intermediary
• Obtain Priority Federal Funding for Region’s BioHealth Industry-Federal Labs-University Innovation Intermediary Pilot Plan
• Obtain Priority Federal Funding for the region’s Innovative “State of the Art” Comprehensive Rapid Transit Vehicle Plan (CCT et al)
• Develop a pilot BioHealth-Regional Innovation Cluster (H-RIC) program
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

INSEPARABLE MISSIONS

ACADEMIA
- Research/T2
- Lifelong Learning
- Economic Development

INDUSTRY
- Profit
- Process
- Product

GOVERNMENT
- Sustainability
- Infrastructure Support
- Economic Policy

FOUNDATIONS
- Economic Growth
- Community Investment
- Regional Collaboration
BHI Board of Directors

Daniel J. Abdun-Nabi  
CEO, Emergent BioSolutions

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

Richard A. Bendis  
President & CEO, BioHealth Innovation, Inc.

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

Kenneth Carter  
Chair, Noble Life Sciences

Cynthia L. Collins  
President & CEO, GenVec

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>
</tr>
<tr>
<td></td>
<td>Crowdfunding</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Demand</td>
<td>$0K</td>
<td>$500K</td>
<td>$2.5M</td>
<td>$5.0M</td>
</tr>
</tbody>
</table>

"VALLEY OF DEATH"

- Funding Gap
- Secondary Funding Gap
### Capital Sources by Investment Stage

<table>
<thead>
<tr>
<th>Stage</th>
<th>Range</th>
<th>Capital Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-Proof of Concept</td>
<td>$25K - $1.5M</td>
<td>NIH R01, NIH R03, NIH R21, Maryland Innovation Initiative (MII) (Managed by TEDCO)</td>
</tr>
<tr>
<td>Translational Research</td>
<td>$15K - $750K</td>
<td>NCATS Cures Acceleration Network (CAN), SBIR/STTR Grant Phase I, Maryland Stem Cell Research Fund (MSCRF), TEDCO Technology Validation Program, JHU-Coulter Translational Research Partnership</td>
</tr>
<tr>
<td>Proof of Commercial</td>
<td>$3K - $500K</td>
<td>Maryland Industrial Partnerships (MIPS @ UMD), Maryland Biotechnology Center's Translational Research Award, TEDCO Technology Commercialization Fund, MII Phase 2 Grant, MII Phase 3 Grant</td>
</tr>
<tr>
<td>Relevance / Pre-Seed</td>
<td></td>
<td><strong>Red Star</strong> BHI SBIR/STTR Commercial Relevance Program (CRP)</td>
</tr>
<tr>
<td>Seed / Start-Up</td>
<td>$50K - $1.5M</td>
<td>Dingman Center Angels (UMD), Propel Baltimore Fund, SBIR/STTR Phase II, <strong>Red Star</strong> BHI Central Maryland Angel Fund, <strong>Red Star</strong> BHI Commercial Relevance Fund (CRF)</td>
</tr>
<tr>
<td>Early Stage</td>
<td>$250K - $2M</td>
<td>Maryland Health Care Product Development Corporation, Invest Maryland: Maryland Venture Fund, Maryland Biotechnology Center's Biotechnology Commercialization Awards, Abell Venture Fund, MMG Ventures LP, TDF</td>
</tr>
</tbody>
</table>

### Associations
- Association of University Resource Parks (AURP)
- Association of University Technology Managers (AUTM)
- Licensing Executive Society (LES)
- Angel Capital Association (ACA)
- Mid-Atlantic Venture Association (MAVA)
- National Venture Capital Association (NVCA)

### Funding Type Key
- Academic
- Accelerator
- Associations
- Federal
- BioHealth Innovation, Inc.
- Innovation-based Economic Development (IBED)
- State of Maryland
- Venture Capital
- Maryland Biotechnology Investor Tax Credit
- Montgomery County Biotechnology Investor Tax Credit
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. PROTOTYPE PRODUCT
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

© BioHealth Innovation, Inc. 2012
BHI Deal Goals

VC Regional History:
Last decade the region: $79.8 million per year* in biotechnology venture financing (2003-2010).

Goal:
150 prospective deals annually

Fund:
25% or 35 deals per year

Avg. Investment:
$4.3 million per start-up

Targeted VC Annual Investment
$150,000,000

*This includes an estimated $57.7 million per year in Montgomery County, and $22.1 million per year in the rest of the state.
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

### 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
- • Conceptual
- • No Licensed IP
- • 0 FTEs
- • No Funds

NewCo
- True
- Shell
- SBIR
- Angel
- Series A
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
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 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
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

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

- Identify Key Issues
- Primary and secondary analysis
- 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

Advanced Personalized Diagnostics, LLC

Advanced Personalized Diagnostics, LLC (APD) is devoted to providing personalized services to guide development and cancer treatment decisions.

Ahead Research, Inc.

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.

Mimetas

Mimetas develops and markets Organ-on-a-Chip solutions for the pharmaceutical industry.

Perceptive Navigation, LLC

Perceptive Navigation LLC is a medical device development company that intends to create medical devices related to image-guided, minimally-invasive niche markets.
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 32\textsuperscript{nd} 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 36\textsuperscript{th} 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 **19\textsuperscript{th}** 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
BHI SBIR/STTR: Proof of Commercial Relevance (PCR)

Central Maryland SBIR Candidates

1. Phase I Awardees
2. Pre-Phase I (Phase Zero) – Early Commercial Relevance Indication

BHI Online Review System

- Scientific Experts
- SBIR Consultants
- Full Proposal Preparation Assistance
- Mentoring $$$

Reviews, Feedback, Troubleshooting, Strategy
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></td>
<td></td>
</tr>
<tr>
<td>- Lack of expertise</td>
<td>- Increased chance of an expert at the table</td>
<td>- Only do deals where expert is leading deal</td>
</tr>
<tr>
<td>- Generally weak due diligence</td>
<td>- More people available to share due diligence</td>
<td>- Higher quality due diligence</td>
</tr>
<tr>
<td>- Less eyes on deal</td>
<td>- More eyes on deal</td>
<td>- More eyes on deal</td>
</tr>
<tr>
<td>- Intensive workload</td>
<td></td>
<td>- Vote process selects only the best deals</td>
</tr>
<tr>
<td>- Inadequate diversification</td>
<td></td>
<td>- Professional Administration</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Diversification</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Follow-on reserves</td>
</tr>
</tbody>
</table>

*BioHealth Innovation™
Maryland’s Commercialization Collaborative*
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
<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></td>
<td></td>
<td></td>
<td>Launch of first Health IT class</td>
</tr>
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<td></td>
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<td></td>
<td>Graduation Event with Investors</td>
</tr>
</tbody>
</table>
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
“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
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!
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