



ALEXANDRIA®

# Alexandria Real Estate Equities, Inc. Board Meeting

Introduction to Biohealth Capital Region (BHCR)  
& BioHealth Innovation (BHI)

By Rich Bendis, President and CEO, BHI

July 27th, 2018

*Four Seasons Hotel, Washington D.C.*



**BioHealth Innovation**



# Welcome to the



Advancing Science. Accelerating Innovation.

**MD | DC | VA**

**Our Goal:  
To become a Top 3  
BioHealth Hub by 2023**

[www.biohealthcapital.com](http://www.biohealthcapital.com)



Genetic Engineering & Biotechnology News

# Top 10 U.S. Biopharma Clusters

Ranking Based on Five Criteria:

2017

1. NIH Funding
2. Venture Capital Funding
3. Patents
4. Lab Space
5. Jobs

1. Boston / Cambridge, MA
2. San Francisco Bay Area
3. New York-New Jersey
4. San Diego
5. Maryland / Virginia / DC Metro
6. Greater Philadelphia
7. Seattle
8. Raleigh-Durham, NC  
(inc. Research Triangle Park, NC)
9. Los Angeles / Orange County
10. Chicagoland

# BHCR News Stories



## MedImmune spins out Viela Bio....

“Viela Bio Spins Out of MedImmune; Launches with Up to \$250 Million Series A Financing from Investor Consortium Led by Boyu Capital, 6 Dimensions Capital, and Hillhouse Capital”



## Deerfield \$40 million investment in Dracen....

“Health care-focused Deerfield Management leads Baltimore biotech's \$40M round”



## Emergent major contract or opens innovation Center in Baltimore....

“Emergent BioSolutions opens expanded East Baltimore vaccine plant”



## Paragon Biosciences expansion....

“Paragon Bioservices Announces New Commercial Manufacturing Facility Expansion”



## Benevir....

Montgomery County, Maryland-base BeneVir Biopharm, Inc. to be acquired by Janssen Biotech, Inc. for up to \$1.04B”



## Supernus expansion ....

“Supernus To Expand, Will Move From Rockville To Gaithersburg”



## Precision medicine raises \$275 million....

“Precision Medicine Group Raises \$275M to Support Biomarker-Guided Drug Development”



## Sucampo sale .....

“Sucampo Pharmaceuticals closes on its \$1.2B sale to a U.K. company”

# 2018 BioHealth Capital Region Forum



**1,129 Registrants**

**50 Sponsors**

**Top 3 by 2023**

**Showcasing accomplishments  
and opportunities for the  
BioHealth Capital Region**

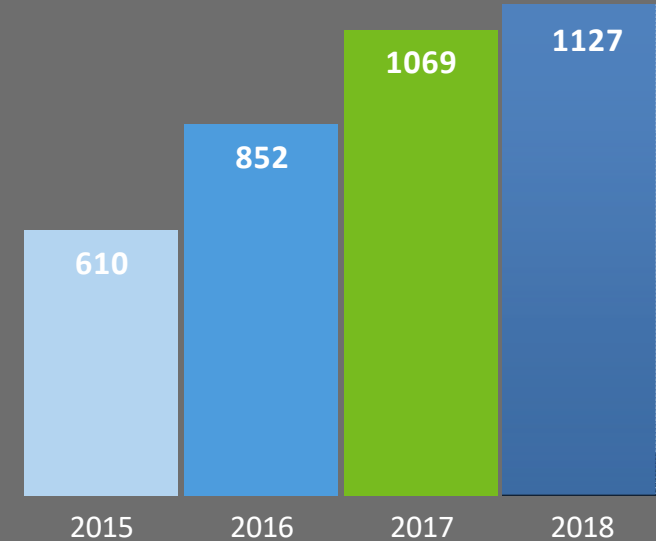
**[www.bhcrforum.com](http://www.bhcrforum.com)**

**April 23 + 24, 2018**

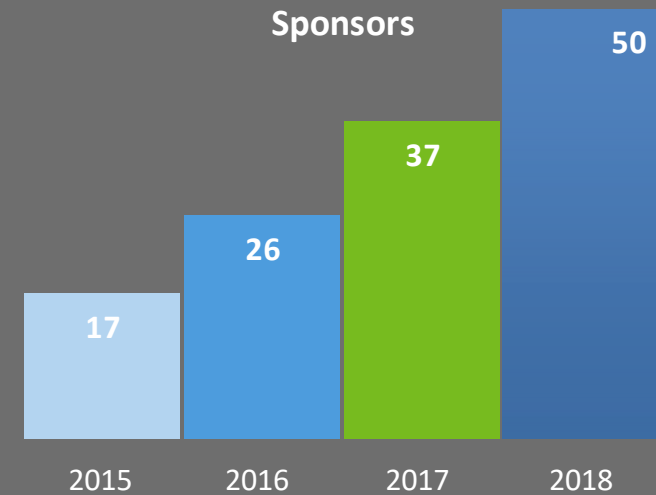
One MedImmune Way, Gaithersburg, MD 20878

## BioHealth Capital Region Forum Growth

### Registrants



### Sponsors



# BHCR Support Organizations



**Richard A. Bendis**  
**President /CEO**

BHI sources and evaluates market-relevant biohealth intellectual properties, connects the IP with funding, and assists businesses in marketing and growth



**Tami Howie, CEO**

“We are a collaborative community that is actively engaged in building strong technology and life science industries by supporting the efforts of our individual members.”



**George Davis, CEO**

“TEDCO provides framework of knowledge, funding, and networking to support an innovation eco-system that nurtures researchers, entrepreneurs, start-ups, and early stage companies engaged in bringing innovation ideas to market.”




**Jeffrey M. Gallagher**  
**CEO**

“We fuel the network of leaders that drive bioscience to eradicate disease, save lives, and feed the world....one innovation at a time.”

# STATE OF VENTURE-BACKED STARTUPS IN HEALTHCARE


## BHCR has Several Good Exits

May 2018



active immunotherapy against evolving tumors

acquired for  
**\$1.04B**  
by



PHARMACEUTICAL COMPANIES  
OF *Johnson & Johnson*

Apr 2017



**Vtesse**

acquired for  
**\$200 million**  
by



**SUCAMPO**

Dec 2017



**SUCAMPO**

acquired for  
**\$1.2 billion**  
By



**Mallinckrodt**  
Pharmaceuticals

**47** M&As since 2012

**\$10.2 billion** Total M&A value

Nov 2017



**VWR**

acquired for  
**\$6.5 billion**  
by



**avantor**

Jan 2017



**altimmune**

Merger and IPO with



**PharmAthene**

Dec 2017



**HARPOON  
MEDICAL**

acquired for  
**\$250 million**  
by



**Edwards**  
LIFESCIENCES

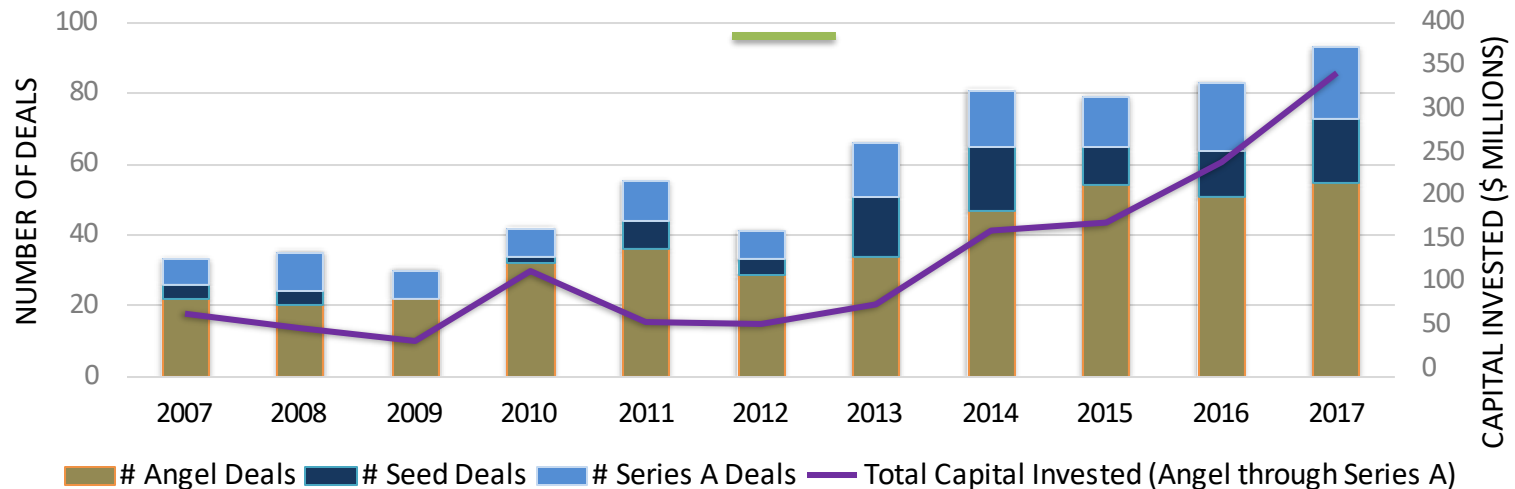
**18** IPOs since 2012

**\$28.3 billion** Total IPO value

# STATE OF VENTURE-BACKED STARTUPS IN HEALTHCARE

## Venture Investment in Healthcare in the BHCR

Number of Angel - Series A Deals & Capital Invested in BHCR



### Strong Angel activity

Active ecosystem of independent angels, angel groups, and angel syndicates that invest in an average of 45 deals per year

### Consistent Series A activity

Numerous regional and national funders are active in the BHCR for Series A and late-stage venture capital deals

### Growing Gap at Seed Stage Deals

With an average 15 seed deals per year, strong startups don't receive funding to conduct necessary experiments for a Series A investment



# Recent Venture Capital Funding in BHCR



Raised \$26M to date



Johns Hopkins spin-out  
Raised \$49M to date



Technology from Yale  
Raised \$67M to date



Johns Hopkins spin-out  
Raised \$6.6M to date



Raised \$154M to date



Johns Hopkins spin-out  
Raised \$14M to date



Johns Hopkins spin-out  
Raised \$99.3M to date



Pfizer spin-out  
Raised \$103M to date



Johns Hopkins spin-out  
Raised \$40M to date



Raised \$36M to date



Raised \$275M to date



Raised \$100M to date



Raised \$119M to date



Johns Hopkins spin-out  
Raised \$28.2M to date



Raised \$10M to date



MedImmune/AstraZeneca spin-out  
Raised \$250M to date



Raised \$32.5M to date

# Biohealth Success in Montgomery County, Maryland

|   |  |   |  |   |
|---|--|---|--|---|
|  altimmune<br>Expansion and merger with<br> PharmAthene<br>May 2017 |  American Gene Technologies<br>Where Creativity Cures™<br>Expansion into new 24,000 sq. ft. laboratory and offices<br>October 2017  | <b>APPLIED BIOMIMETIC</b><br>Opened up new US HQ and R&D facilities<br>February 2018  |  ARCELLX<br>Raised<br><b>\$26,000,000</b><br>Series A<br>January 2017   |  BeneVir<br>Agreement to be acquired by<br> Janssen<br>for up to<br><b>\$1,040,000,000</b><br>May 2018  |
|  emergent biosolutions™<br>Market Authorization of BioThrax in European Countries<br>April 2018  |  GlaxoSmithKline Vaccines<br>650,000 sq. ft. North American Vaccine R&D HQ<br>2016  |  GILEAD<br>Acquired<br> Kite Pharma<br>for <b>\$11,900,000,000</b><br>August 2017  |  GlycoMimetics, Inc.<br>Multiple Phase 3 candidates<br>Sickle Cell, AML, etc.<br>2018   |  IMMUNOMIC Therapeutics, Inc.<br><b>\$300,000,000</b><br>Upfront for LAMP-voix Vaccine Platform for Allergies<br>2015  |
| <b>INTREXON™</b><br>Total revenues of<br><b>\$231,000,000</b><br>21% increase over full year ended 12/31/16<br>March 2018   |  MACROGENICS<br>Expanding manufacturing capacity with new GMP suite<br>2018   |  MedImmune<br>Spins out 6 molecules into biotech with<br><b>\$250,000,000</b><br>VC investment.<br>February 2018  | <b>Neuraly Inc.</b><br>Raised<br><b>\$36,000,000</b><br>July 2018  |  NexImmune<br><b>\$23,000,000</b><br>Series A; spin-out of<br> JOHNS HOPKINS UNIVERSITY<br>January 2018 |
|  PRECISION FOR MEDICINE<br>THE FUTURE OF MEDICINE IS PRECISION.<br><b>\$275,000,000</b><br>in new funding<br>December 2017                          |  promayo<br><b>\$5,990,000</b><br>Series A<br>April 2018   |  QIAGEN<br><b>\$50,000,000</b><br>Expansion US HQ<br>2015  |  SUCAMPO<br>acquired for<br><b>\$1.2 billion</b><br>by<br> Mallinckrodt Pharmaceuticals<br>December 2017 |  Supernus Pharmaceuticals<br>Expands to 118,000 sq. ft. with 160 new jobs<br>March 2018  |
|   |  United Therapeutics CORPORATION<br>acquires<br> SteadyMed<br>in transaction valued at<br><b>\$216,000,000</b><br>March 2018 |  VIELABIO<br>Raised<br><b>\$250,000,000</b><br>Series A; spin-out of<br> MedImmune  AstraZeneca<br>May 2018 |  Vtesse<br><b>\$200,000,000</b><br>Acquisition by<br> SUCAMPO<br>April 2017                            |   |

# BHI Innovation Capital Map

| Pre-Proof of Concept  | Translational Research/<br>Proof of Concept   | Proof of Commercial<br>Relevance/Pre-Seed  | Seed/<br>Start-Up   | Early<br>Stage   | Later<br>Stage  |
|---|---|--|---|--|---|
| \$25,000 - \$1,500,000 (over 5 yrs)   | \$15,000 - \$750,000 (over 3 yrs)   | \$15,000 - \$1,500,000   | \$50,000 - \$1,500,000  | \$200,000 - \$2,500,000  | \$2,500,000+  |
| <ul style="list-style-type: none"> <li>NIH R01</li> <li>NIH R03</li> <li>NIH R21</li> <li>Maryland Stem Cell Research Fund (MSCRF)</li> </ul> | <ul style="list-style-type: none"> <li>SBIR/STTR Grant Phase 1</li> <li>NCATS Cures Acceleration Network (CAN)</li> <li>Maryland Stem Cell Research Fund (MSCRF) research</li> <li>TEDCO Technology Validation Program - Proof of Concept</li> <li>TEDCO Maryland Innovation Initiative - Phase 1</li> <li>JHU - Coulter Translational Research Partnership</li> <li>UVA - Coulter Translational</li> </ul> | <ul style="list-style-type: none"> <li>Maryland Industrial Partnerships (MIPS @ UMD)</li> <li>SBIR/STTR Phase 2</li> <li>TEDCO Maryland Innovation Initiative - Phase 2</li> <li>Maryland Stem Cell Research Fund (MSCRF) - Pre-Clinical</li> <li>Virginia Bioscience Health Research Corporation</li> </ul> | <ul style="list-style-type: none"> <li>Dingman Center Angels (UMD)</li> <li>Maryland Momentum Fund</li> <li>UVA Seed Fund</li> <li>TEDCO Seed Fund</li> <li>CIT BioSeed Fund</li> <li>Baltimore Angels</li> <li>New Dominion Angels</li> <li>SBIR/STTR Phase 2</li> </ul> | <ul style="list-style-type: none"> <li>VTC Innovation Fund</li> <li>Maryland Venture Fund</li> <li>Abell Venture Fund</li> <li>Camden Partners Exelixis Fund</li> <li>Inova Strategic Investments</li> </ul> | <ul style="list-style-type: none"> <li>Maryland Venture Fund</li> <li>ABS Capital Partners</li> <li>Greenspring Associates</li> <li>Novak Biddle Venture Partners</li> <li>Sterling Venture Partners</li> <li>Harbert Venture Partners</li> <li>JMI Equity</li> <li>New Enterprise Associates (NEA)</li> <li>MMG Ventures LLP</li> <li>TDF</li> </ul> |

## Funding Type Key

- Academic
- Federal
- Private Capital
- Economic Development

## Tax Credits

- Maryland Biotechnology Investor Tax Credit
- Virginia Angel Investor Tax Credit
- Montgomery County Biotechnology Investor Tax Credit



# BioHealth Capital Region Investment Conference

OCTOBER 9 + 10, 2018  
One MedImmune Way, Gaithersburg, MD 20878

TOP 3 BY 2023

To connect Quality emerging BioHealth companies seeking capital to Investors looking for Quality deals.

SPONSORED BY: **W&R**

For more information, contact: [BHI@BioHealthInnovation.org](mailto:BHI@BioHealthInnovation.org)



# Investment Conference October 9 + 10, 2018

at  MedImmune

# BioHealth Capital Regions Serial Entrepreneurs



**Mark P. Clein**

- Precision for Medicine, Inc.
- United BioSource Corporation
- Infoscriber Corporation
- U.S. BioServices, Inc.



**Rachel King**

- GlycoMimetics
- NEA
- Genetic Therapy, Inc.



**Michael Richman**

- NextCure
- Amplimmune



**James S. Gammie, MD**

- Correx, Inc.
- Harpoon Medical, Inc.



**Ethan D. Leder**

- Precision for Medicine, Inc.
- United BioSource Corporation
- U.S. BioServices, Inc.



**Martine A. Rothblatt Ph.D., J.D.**

- United Therapeutics Corporation
- GeoStar
- SiriusXM Satellite Radio



**Murat V. Kalayoglu**

- Cartesian Therapeutics
- Topokine Therapeutics
- HealthHonors Corporation



**Wendy Perrow**

- AsclepiX Therapeutics
- Alba Therapeutics Corporation



**Steve Turner**

- Protea Biosciences Group, Inc.
- Clinomics BioSciences Inc.
- Quorum Sciences

# University Progress

- USM and JHU have had over 52 life science startups in last 18 months, many receiving venture capital, 4.0 billion in research expenditures, 104 licenses executed, \$60 million in license income, 1208 patent applications filed 258 Patent's issued
- USM has created a new \$25 million momentum venture fund
- New Bluefield Innovations Fund, operated by Deerfield Management to capitalize \$75 million fund to support JHU startups
- UVA entered into partnership with Inova to create a Northern Virginia research and education campus



JOHNS HOPKINS  
UNIVERSITY



UNIVERSITY SYSTEM  
*of* MARYLAND



# Regional Initiatives

- Many independent regional initiatives highlighted in this Forum and for first time communication with each other
- Maryland Life Science Advisory Board implementing recommendations for Governor Hogan
- Greater Washington Partnership launched as well as Global Cities Export initiative
- MTC Merger Completed
- MCEDC and WorkSource Montgomery two new private public partnerships operational





# Unrivaled Research Assets | Unfulfilled Commercial Promise

## 800+ BioHealth Companies







## State of Maryland: Federal & University Resources

- Population: 5.9 million people
- 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**

## 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

Connect regional innovation assets

Develop an entrepreneurial talent and support pipeline

Attract funding for technology commercialization

Evaluate commercially relevant federal and university technology

# BioHealth Innovation is a Regional Innovation Intermediary

A public-private partnership, serving as an innovation intermediary in the BioHealth Capital Region with a mission to:

- Advance local technologies, assets and resources
- Accelerate innovation
- Globally connect sectors, industries, communities, and markets



- Regionally-oriented
- Private-public partnership, 501(c)(3) nonprofit
- BioHealth Innovation Management, a for-profit subsidiary
- Market-driven, private sector-led and funded
- Neither a government initiative, nor a membership organization

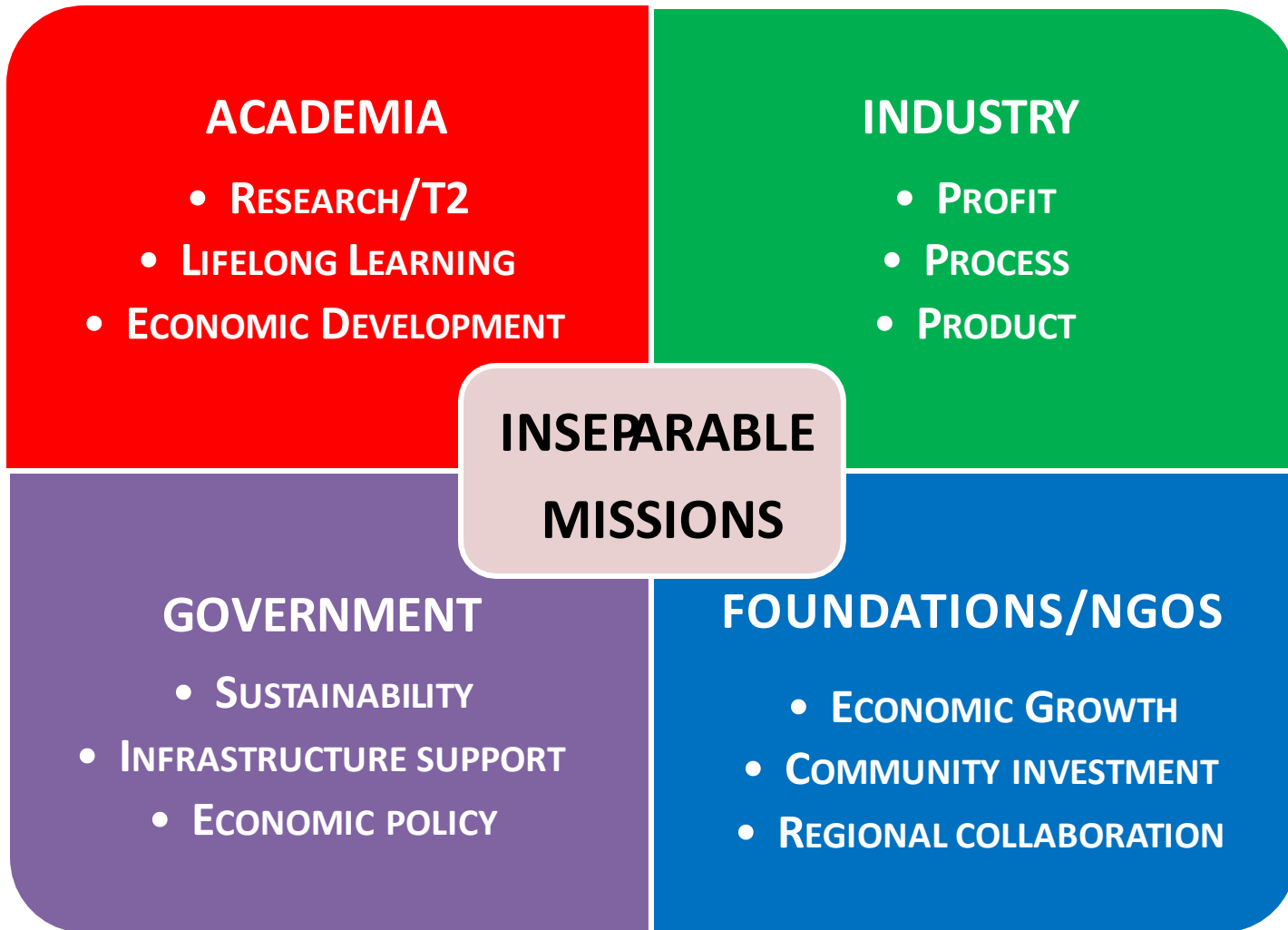
# Major Regional BioHealth Companies



# Public BioHealth Companies Headquartered in the Region



# Regional BioHealth Ecosystem Partners



# BHI Partners and Sponsors

## Private Sector



## Academia



## Government



## Non-Government



# BHI Board of Directors



**Daniel Abdun-Nabi**  
CEO  
Emergent BioSolutions, Inc.



**William Hearl, Ph.D.**  
Founder and CEO,  
Immunomic Therapeutics, Inc.



**David Mott**  
General Partner  
New Enterprise Associates



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



**Ashish K. Kulkarni, Ph.D**  
EVP & CTO  
Avantor



**Kurt Newman, M.D**  
President & CEO  
Children's National Medical Center



**Jarrod Borkat**  
Vice Chairman  
Partnerships and Collaborations  
MedImmune



**Dave Lemus (Treasurer)**  
COO/CFO  
Proteros Biostructures GmbH



**Lily Qi**  
Assistant Chief Administrative Officer  
Montgomery County Government



**Robert Caret, Ph.D.**  
Chancellor  
University System of Maryland



**Anne S. Lindblad**  
President & CEO  
The Emmes Corporation



**John A. Sackett**  
President  
Shady Grove Adventist Hospital



**Kenneth Carter, Ph.D.**  
Chairman  
Noble Life Sciences



**Douglas Liu (Chair)**  
Senior VP of Global Operations  
Qiagen



**Robert Silverman**  
Head Externalized Drug  
Discovery Partnering, Roche



**Christopher Callaghan**  
Group Vice President,  
Healthcare Banking  
M&T Bank



**Joel Marcus**  
Executive Chairman & Founder  
Alexandria Real Estate  
Equities, Inc.



**Ronald J. Daniels**  
President  
Johns Hopkins University



**Beth Meagher**  
Principal  
Deloitte Consulting LLP



**Jens Eckstein, Ph.D.**  
President  
SR One (GSK)



**Charles Morton (Secretary)**  
Partner  
Venable LLP

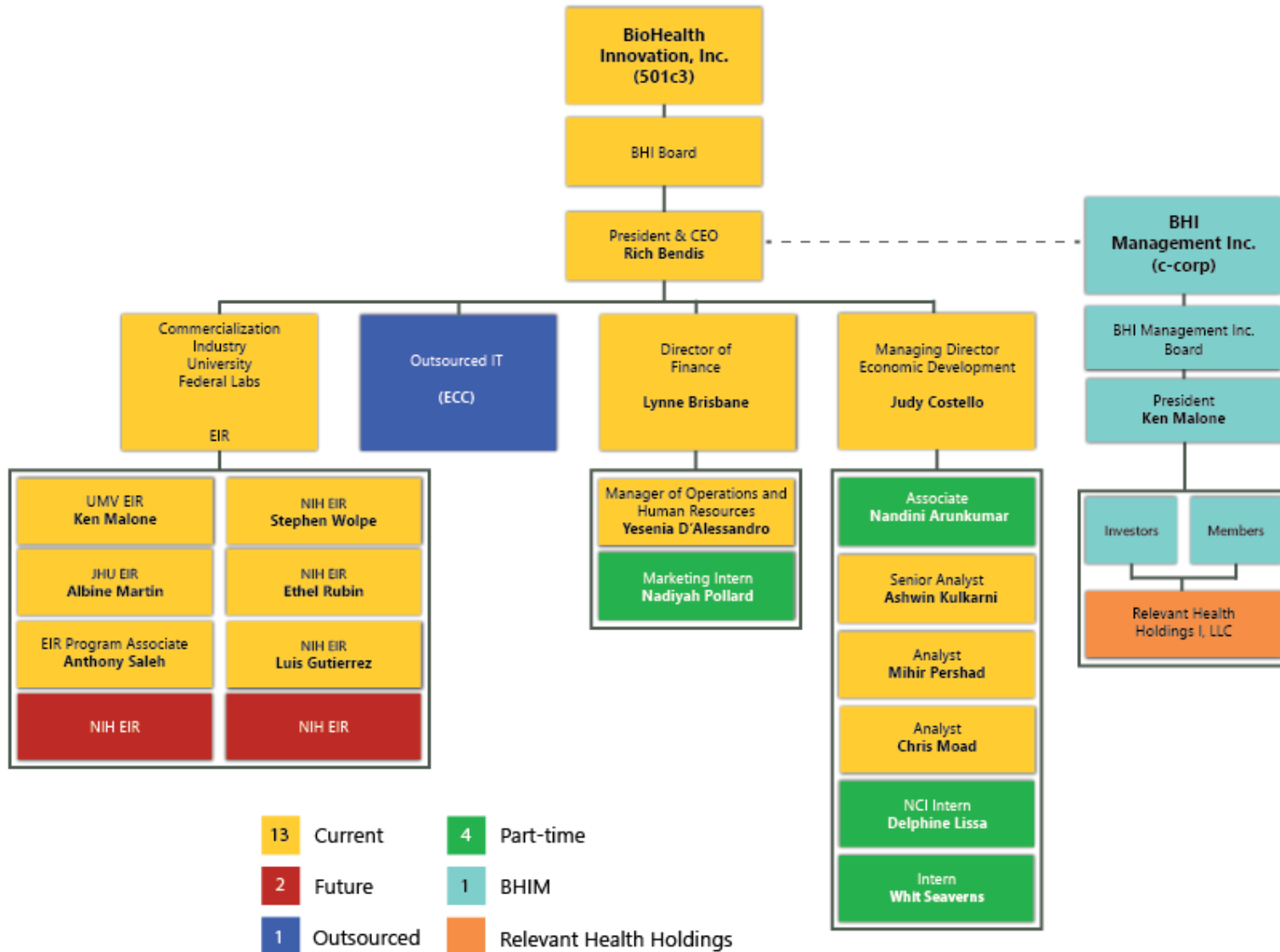


**Mike Gill (Ex-Officio)**  
Secretary of Business &  
Economic Development,  
Department of Commerce



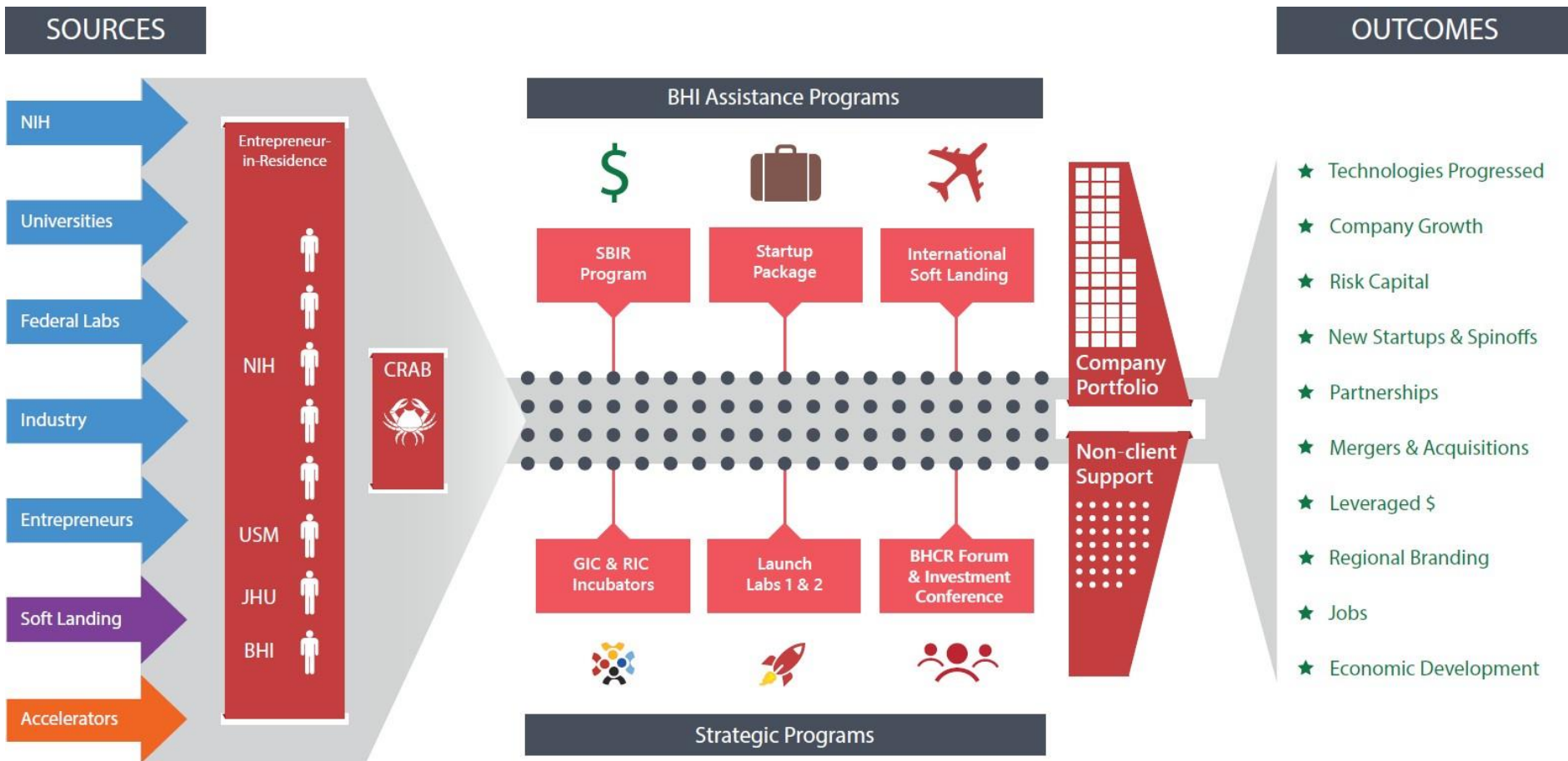
# BHI Organizational Chart

July 2018



# BHI Business Model

Research and technologies enter into the pipeline from sources shown on the left and are evaluated by the EIR team. Commercially relevant startups are connected to assistance programs on a case-by-case basis. Once a startup becomes a portfolio company, they gain access to partners and resources.



# BHI Technology Focus

- Therapeutics
- Diagnostics
- Medical Devices
- Healthcare Services
- E-Health
- Mobile Health
- Electronic Medical Records
- Health Informatics
- BioHealth Cybersecurity
- Personalized Health
- Convergence
- Research Tools & Reagents



# Innovation Paradigm Shift

**PROOF OF CONCEPT**

**(Technological Feasibility)**

**Laboratory Push**

**“It Works!”**

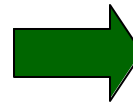


**PROOF OF COMMERCIAL RELEVANCE**

**(Market Pull)**

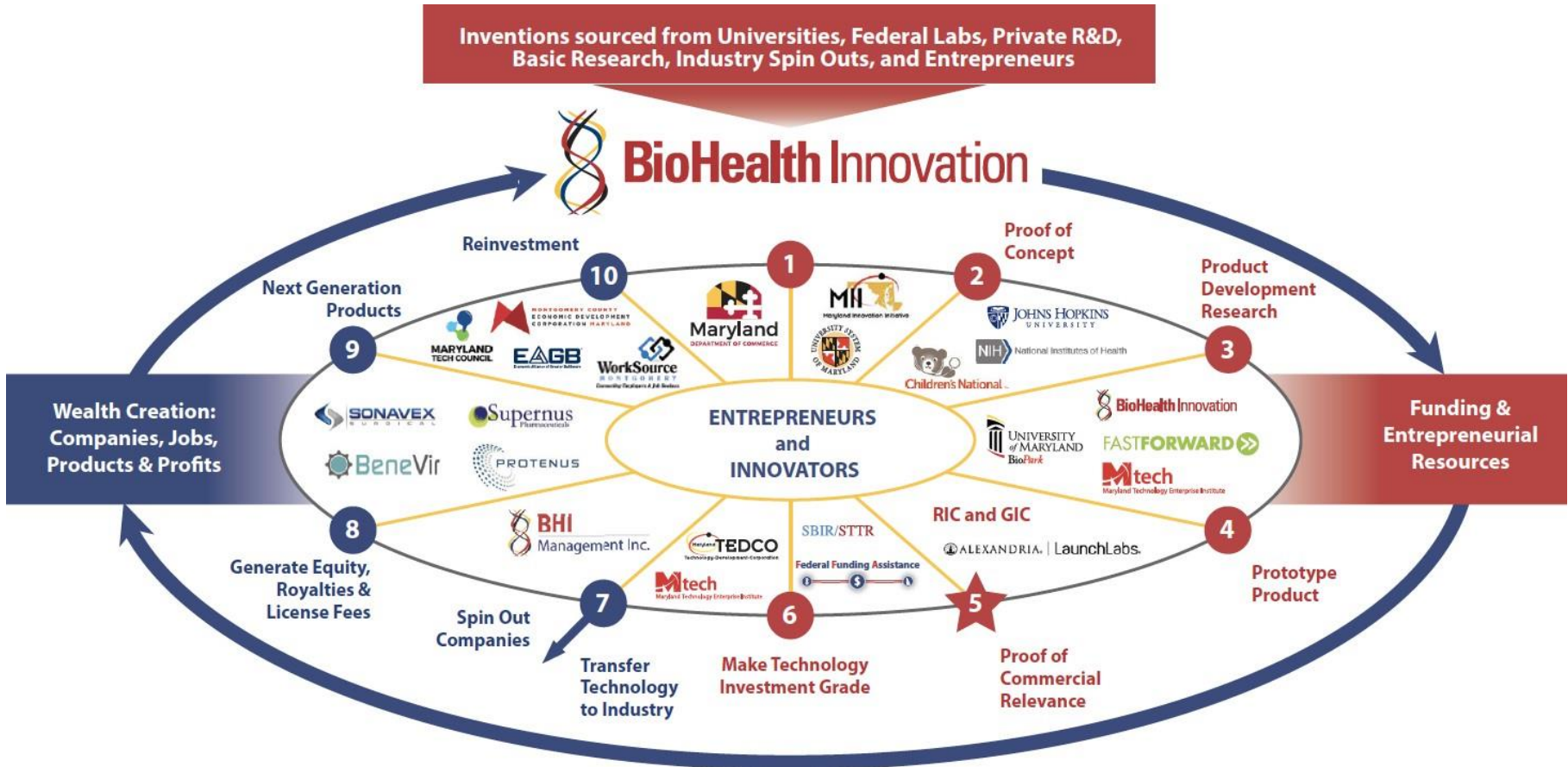
**“It Works To Solve A Problem”**

**“I’ll Buy It”**

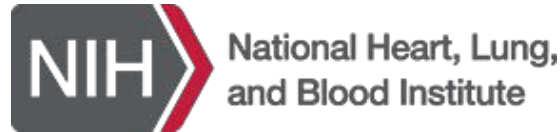


# BHI Commercialization Model

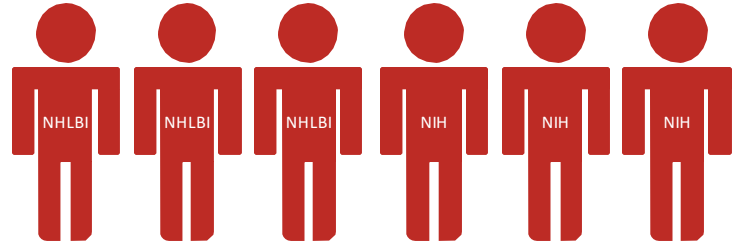
This commercialization model shows the steps and partners that are involved in the BHI commercialization and support process. The process below leads to the creation of new companies, spin-outs and strategic partnerships. BHI connects companies with a network of public, private and academic entities.



# NIH Partnership Agreements



**NIH Consulting Entrepreneur Services  
Contract for 6 NIH Entrepreneurs-in-  
Residence**



**PIA between BHI and NIH's Office of Technology Transfer (OTT)** that supports the 27 NIH institutes' 6,000 scientists and \$3 billion intramural research in Montgomery County, MD and the Food and Drug Administration to **promote and foster cooperative research and accelerate technology commercialization** among NIH/FDA, businesses, and universities.

# BHI Team



**Rich Bendis**

Founder & CEO  
BioHealth Innovation

40+ years experience:  
Innovation America & Innovation Philadelphia,  
Marion Laboratories,  
Continental Healthcare Systems,  
Kimberly Services,  
Texas Instruments,  
Polaroid, Quaker Oats



**Ken Malone, Ph.D.**

Entrepreneur-in-Residence  
University System of Maryland

10+ years industry experience  
& co-founded 13+ university spin-outs



**Albine Martin, Ph.D.**

Entrepreneur-in-Residence  
Johns Hopkins University

30+ years industry experience:



**Anthony Saleh, Ph.D.**

Associate  
BioHealth Innovation



**Luis Gutierrez, Ph.D.**

Entrepreneur-in-Residence  
NIH

20+ years industry experience:



**Ethel Rubin, Ph.D.**

Entrepreneur-in-Residence  
NIH

10+ years industry experience:



**Stephen Wolpe, Ph.D.**

Entrepreneur-in-Residence  
NIH

25+ years industry experience & as an  
Independent biotechnology consultant



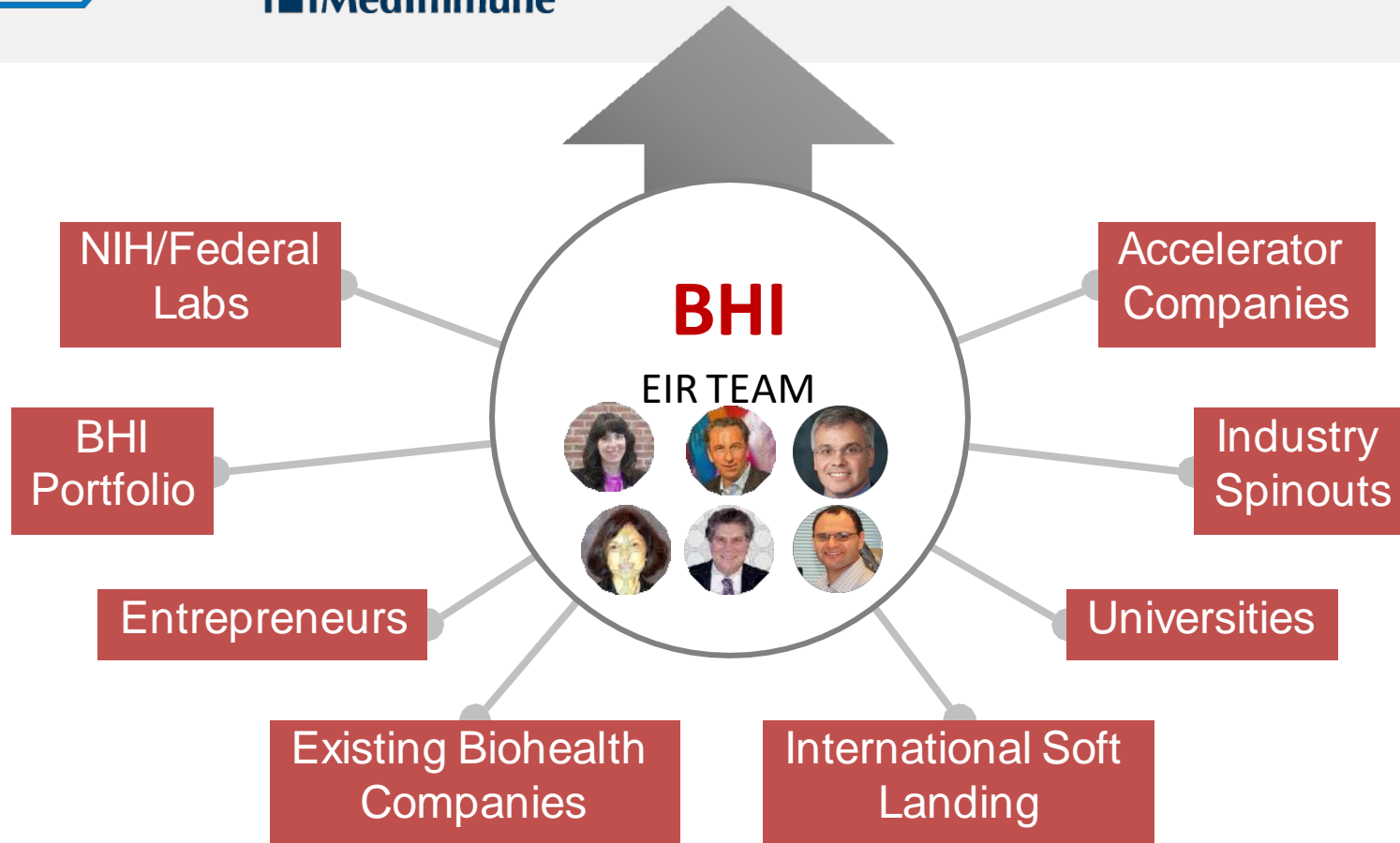
**Judy Costello**

Executive Director  
BioHealth Innovation

25+ years in economic development  
in Northern VA, Washington DC, and MD



# BHI Scouting

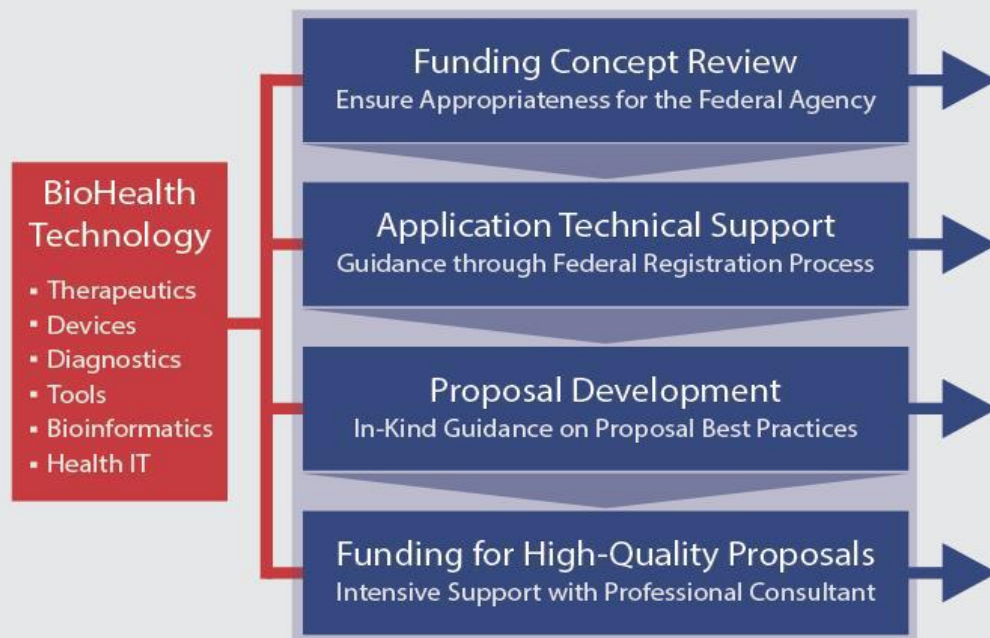




# BHI Federal Funding Assistance

- \$2.5 billion annual United States Government program coordinated by the Small Business Administration provides grants or contracts to small businesses to spur technological innovation
- Grants awarded in 3 phases between \$100,000 and \$1.5 million
- Non-dilutive

## Value Chain of Assistance



## Funding Agencies



**\$23.8M** Funding awarded | **34** wins out of **63** SBIR and STTR submissions | **53%** win rate

# BHI Startup Package

## Incubation



## Intellectual Property



## Reimbursement



## Consulting



## Corporate Legal



## Scientific Data Management Services



## Clinical Services



## Preclinical Services



## Grant Writing



## Accounting



## Banking



## LaunchLab I



708 Quince Orchard Road | Gaithersburg, MD 20876



### FEATURES

- Five laboratory/office modules; each approximately 1,200 Rentable Square Feet (RSF)
- Laboratory space includes casework, sink, fume hood, equipment storage, emergency generator capacity, etc.
- Office space includes one furnished office, two workstations and common lobby, pantry, conference rooms, IT closet, autoclave, and glass wash so business can immediately commence

### LEASE TERMS

- 12 month lease terms with potential for a six (6) month extension
- Base Rent is \$3,925 per month to account for rent and operating expenses inclusive of utilities
- Security deposit is equivalent to one (1) month of Base Rent

Resident Companies include 3i Diagnostics & Antidote Therapeutics.



## LaunchLab II



5 Research Court | Rockville, MD 20850



### FEATURES

- Move-in ready laboratory/office modules; each approximately 1,192 Rentable Square Feet (RSF) with communal services and amenities designed to facilitate collaboration.
- Fully fit out laboratory space including casework, sink, fume hood, equipment storage, and emergency generator capacity.
- Office space includes one furnished office and two workstations.
- Communal space includes reception/lobby area, pantry, conference rooms, IT closet, autoclave, glass wash, ice maker, and freezer storage.
- Services to guide and facilitate the growth of early-stage companies.
- FitLab, Alexandria's state-of-the-art fitness center, is available to all LaunchLab occupants.





# ROCKVILLE INNOVATION CENTER

**155 Gibbs Street, Rockville, MD 20850**  
 Montgomery County Innovation Network Facility  
 Managed by BioHealth Innovation, Inc. (BHI)

**37 Private Offices and Office Suites | | 4,000 square feet of Co-working Space**



### Features:

- Class A office space located in the heart of the bustling Rockville Town Center—with great access to restaurants, nightlife, community events and fitness facilities.
- Flexible one-year lease agreements with 60-day notice terms.
- Shared conference rooms with state-of-the-art audio visual systems, pre-wired offices to accommodate both telephone and broadband internet service, and wireless internet access.
- Access to market research databases provided through partnership with TEDCO to bona fide entrepreneurs and faculty innovators.

**25 Companies\* | 86 Jobs**

\*includes Montgomery County GreenBank

## Technology



## Health Tech



## Life Sciences






# GERMANTOWN

## INNOVATION CENTER



20271 Goldenrod Lane, Germantown, MD 20876  
 Montgomery County Innovation Network Facility  
 Managed by BioHealth Innovation, Inc. (BHI)

50 Private Offices and Office Suites || 12 Wet labs || 32,000 square feet

### Features:

- Turnkey office space with fully fitted wet labs, including RO water, emergency power, and fume hoods. Located in the heart of the new Pinkney Innovation Complex at Montgomery College (PIC-MC).
- Flexible one-year lease agreements with 60-day notice terms.
- Shared conference rooms with state-of-the-art audio visual systems, pre-wired offices to accommodate both telephone and broadband internet service, and wireless internet access.
- On-site access to market research databases provided through partnership with TEDCO to bona fide entrepreneurs and faculty innovators.
- Access to interns, faculty and state-of-art equipment at BioScience Education enter, Montgomery College

## 25 Companies | 126 Jobs

### Therapeutics



### Diagnostics & Research Tools



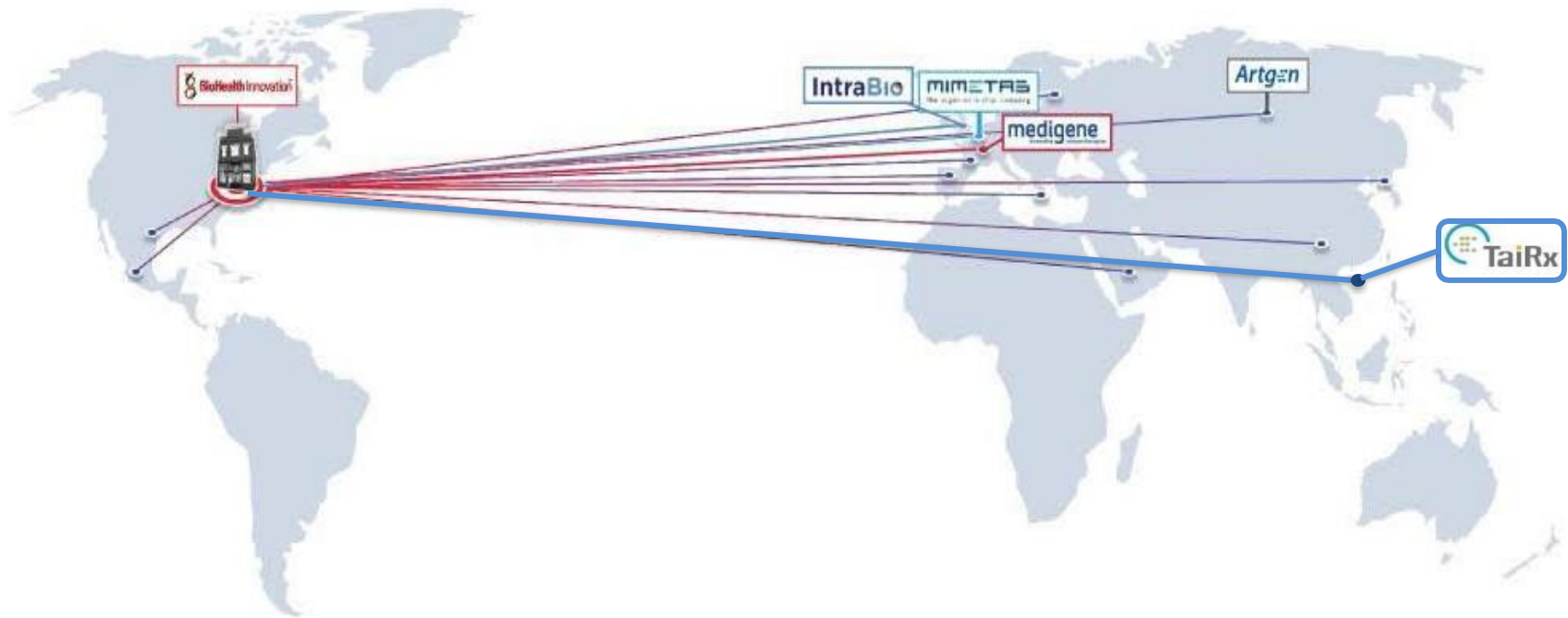
### Health Tech



### Technology



# BHI International Soft Landing



|             |               |
|-------------|---------------|
| China       | North America |
| Estonia     | South America |
| Germany     | Spain         |
| Greece      | Israel        |
| India       | Russia        |
| Korea       | Latvia        |
| Netherlands | Japan         |
| Taiwan      |               |

BHI offers international companies the perfect starting point to create US- based subsidiaries. Soft landing companies are given access to BHI's extensive business resources including Business Development & Sales, Entrepreneurs-in- Residence (EIR), Financial, Grant Writing/SBIR Federal Funding Assistance, Human Resources, Incubation/Site Location, Legal - Corporate & Intellectual Property, Marketing & Promotion, Market Research, Network & Connections, Regulatory & Preclinical /Clinical, and Reimbursement.

# Websites, News and More



## BHI Website

The BHI website has news, an events calendar, research publications, regional organization feature stories and resources for the biohealth industry.

[www.biohealthinnovation.org](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.

[www.biohealthinnovation.org/news](http://www.biohealthinnovation.org/news)



## BioHealth Capital Region

The BHCR website highlights the region's biohealth news, stories, trends and events.

[www.biohealthcapital.com](http://www.biohealthcapital.com)



## BHCR News

BHCR News is a monthly publication that highlights industry news throughout the region.



## BioTalk

Rich Bendis, hosts BioTalk — conversations with some of the most accomplished and exciting business, academic, and government leaders in the biohealth industry.

**A BIG  
THANK YOU TO**



ALEXANDRIA®



# BHI Contact

**1 Church Street, Suite 801  
Rockville, MD 20850  
(301) 637-7950**

[info@biohealthinnovation.org](mailto:info@biohealthinnovation.org)

[www.biohealthinnovation.org](http://www.biohealthinnovation.org)

