



# BioHealth Innovation

## Montgomery County Incubator Update

Rockville and Germantown Innovation Centers

August 20, 2018



# Challenges to Innovation Economy

Lack of spin-offs from  
federal and university R&D

Lack of entrepreneurial  
culture and C-suite executives

Lack of connectivity among  
innovation resources

Lack of early-stage funding for  
commercializing technologies

# Challenges to Innovation Economy

Lack of spin-offs from  
federal and university R&D

Lack of entrepreneurial  
culture and C-suite executives

Lack of connectivity among  
innovation resources

Lack of early-stage funding for  
commercializing technologies



**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

## Challenges to Innovation Economy

Lack of spin-offs from federal and university R&D

Lack of entrepreneurial culture and C-suite executives

Lack of connectivity among innovation resources

Lack of early-stage funding for commercializing technologies

## BioHealth Innovation Value Proposition

Evaluate commercially relevant federal and university technology

Connect regional innovation assets

Connect regional innovation assets

Attract funding for technology commercialization

# *BioHealth Innovation* Mission

Commercialization

Connections

Workforce

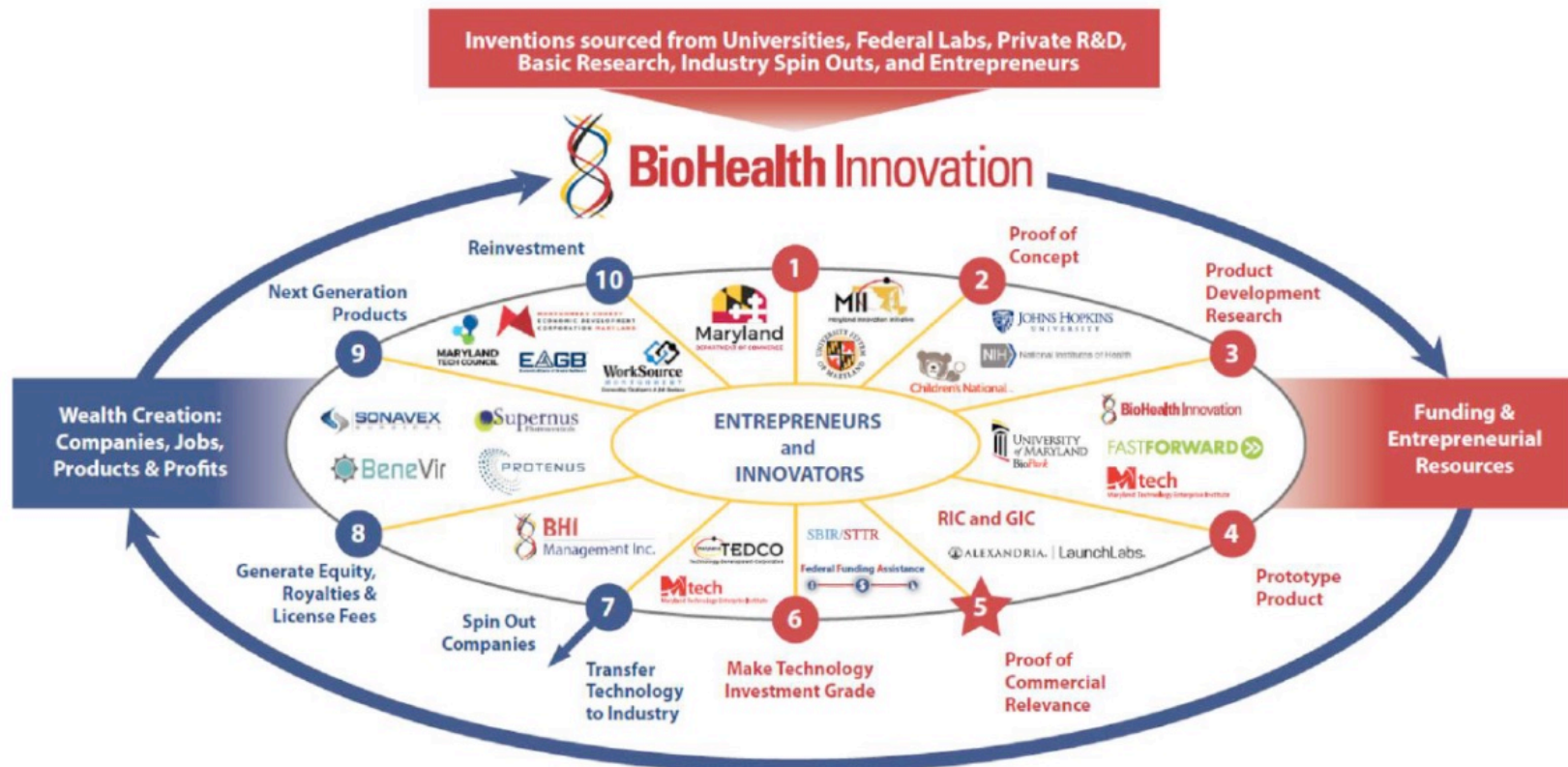
Investment

# *BioHealth Innovation* Mission
















Commercialization



# BioHealth Innovation Commercialization Model



# BHI Board of Directors

 <p><b>Daniel Abdun-Nabi</b> (Vice-Chairman) CEO, Emergent BioSolutions, Inc.</p>	 <p><b>William Hearl, Ph.D.</b> Founder and CEO, Immunomic Therapeutics, Inc.</p>	 <p><b>David Mott</b> General Partner New Enterprise Associates</p>
 <p><b>Richard A. Bendis</b> President &amp; CEO BioHealth Innovation, Inc.</p>	 <p><b>Ashish K. Kulkarni, Ph.D</b> EVP &amp; CTO Avantor</p>	 <p><b>Kurt Newman, M.D</b> President &amp; CEO Children's National Medical Center</p>
 <p><b>Jarrold Borkat</b> Senior Director, External Partnerships and Collaborations MedImmune</p>	 <p><b>Dave Lemus</b> CEO Medigene, Inc.</p>	 <p><b>Lily Qi</b> Assistant Chief Administrative Officer Montgomery County Government</p>
 <p><b>Robert Caret, Ph.D.</b> Chancellor University System of Maryland</p>	 <p><b>Anne S. Lindblad</b> President &amp; CEO The Emmes Corporation</p>	 <p><b>John A. Sackett</b> President Shady Grove Adventist Hospital</p>
 <p><b>Kenneth Carter, Ph.D.</b> Chairman Noble Life Sciences</p>	 <p><b>Douglas Liu (Chair)</b> Senior VP of Global Operations Qiagen</p>	 <p><b>Robert Silverman</b> Head Externalized Drug Discovery Partnering, Roche</p>
 <p><b>Christopher Callaghan</b> Group Vice President, Healthcare Banking M&amp;T Bank</p>	 <p><b>Joel Marcus</b> Executive Chairman &amp; Founder Alexandria Real Estate Equities, Inc.</p>	
 <p><b>Ronald J. Daniels</b> President Johns Hopkins University</p>	 <p><b>Beth Meagher</b> Principal Deloitte Consulting LLP</p>	
 <p><b>Jens Eckstein, Ph.D.</b> President SR One (GSK)</p>	 <p><b>Charles Morton (Secretary)</b> Partner Venable LLP</p>	 <p><b>Mike Gill (Ex-Officio)</b> Secretary of Business &amp; Economic Development, Department of Commerce</p>



# *BioHealth Innovation* Mission

## Commercialization

### EVALUATION AND COMMERCIALIZATION PLAN ASSISTANCE

- EIRs: NIH, UMD, JHU
- Industry: Startups; Other
- International Soft Landing

# *BioHealth Innovation* Mission

## Commercialization

### EVALUATION AND COMMERCIALIZATION PLAN ASSISTANCE

- EIRs: NIH, UMD, JHU
- Industry: Startups; Other; **Innovation Centers**
- International Soft Landing

# BioHealth Innovation **Entrepreneurs-in-Residence**



**Ken Malone, Ph.D.**

Entrepreneur-in-Residence  
University System of  
Maryland

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



**Ethel Rubin, Ph.D.**

Entrepreneur-in-  
Residence  
NIH

10+ years industry experience:

**Albine Martin, Ph.D.**

Entrepreneur-in-Residence  
Johns Hopkins University

30+ years industry experience:



**Stephen Wolpe, Ph.D.**

Entrepreneur-in-  
Residence NIH

25+ years industry experience & as an  
Independent biotechnology consultant

**Luis Gutierrez, Ph.D.**

Entrepreneur-in-Residence  
NIH

20+ years industry experience:

**Anthony Saleh, Ph.D.**

CEO,  
MiRecule and  
Mimetas US

# BioHealth Innovation **Entrepreneurs-in-Residence**

Home **Appointments** Join

### Appointment Locator

Select Business Resource

BHI Entrepreneur-in-Residence Bu ▼

Share your non-confidential business plan with BioHealth Innovation's experienced Entrepreneurs-in-Residence and other team members and receive feedback and suggestions re next steps. (8 minute presentation followed by 20 min feedback).

---

Please forward non-confidential Executive Summary/Business Plan deck to BHI@BioHealthInnovation.org when making the appointment.

Select Location

BioHealth Innovation, Inc. ▼

1 Church Street, Suite 801 | Rockville, MD 20850

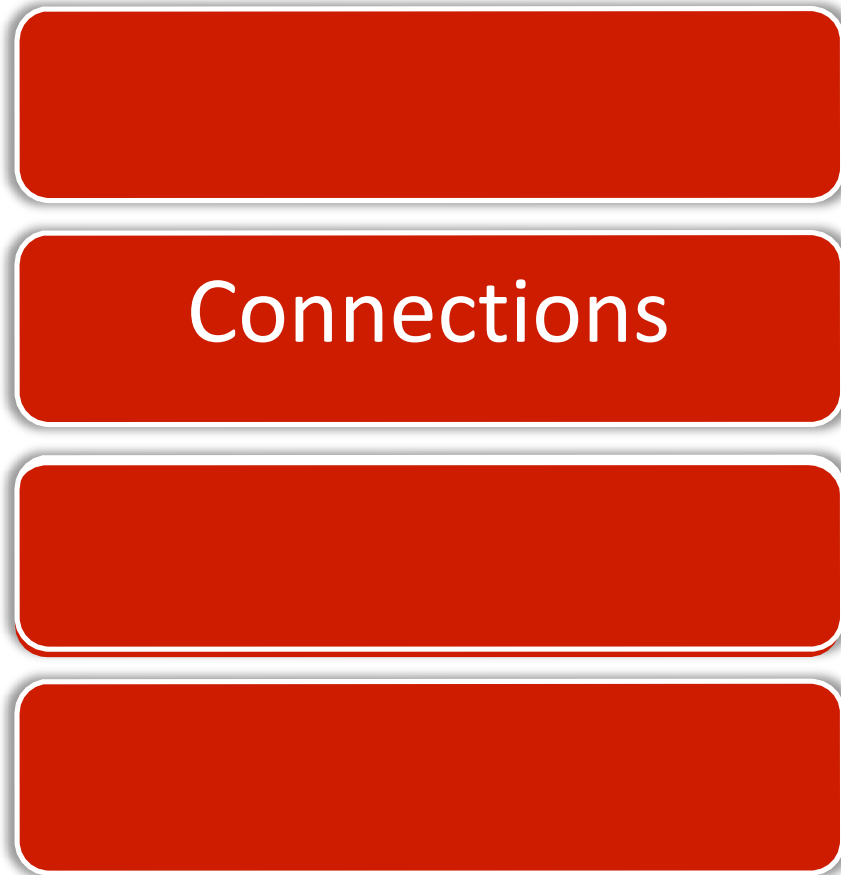
Date

August 2018						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11

BioHealth Innovation is accelerating commercialization through a team of experienced venture and commercial angels in the region, and our experienced BHI's early stage plans, market introduction also managed soft-landing annual Bio beginning



# *BioHealth Innovation* Mission





**Welcome to the**



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

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

# BioHealth Capital Region Forum



**1,129 Registrants**  
**50 Sponsors**

**GOAL: Top 3 by 2023**

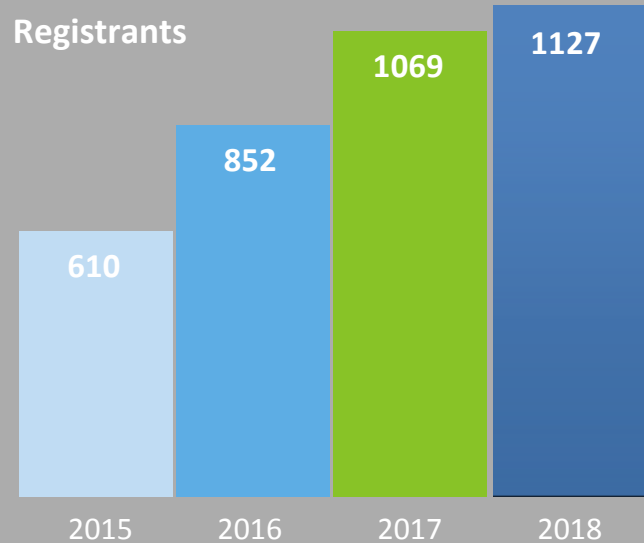
**Showcasing accomplishments  
and opportunities for  
Montgomery County and the  
BioHealth Capital Region**

**April 8<sup>th</sup> and 9<sup>th</sup>, 2019**

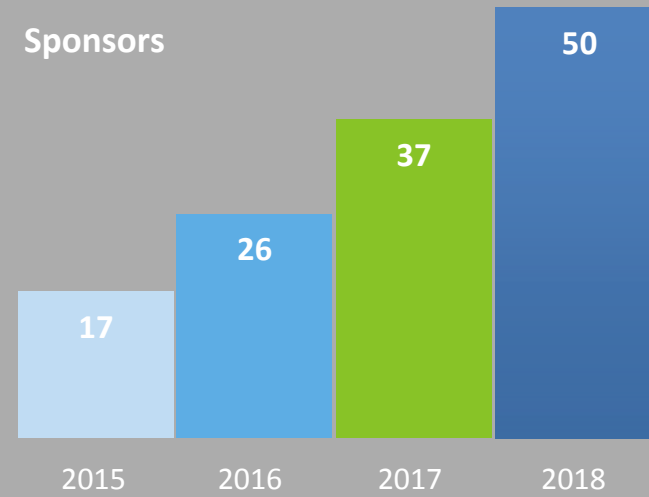
One MedImmune Way, Gaithersburg, MD 20878

## BioHealth Capital Region Forum Growth

Registrants



Sponsors



# BioHealth Connections and Promotion



## 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

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



# BioHealth Connections and Promotion



June 26, 2018

AI based anti-phishing company Inky, based in Rockville Innovation Center, receives \$5.6 Million from ClearSky Security, B' and Gula Tech Adventure



Inky receives capabilities

Inky Techr company ClearSkv



July 24, 2018

Gaithersburg biotech company raises \$36 million – Maryland Daily Record

Gaithersburg biotech startup Neuraly has raised \$36 million for its potential Alzheimer's disease and Parkinson's disease treatment, the company announced.

[Read More](#)



## UPCOMING EVENTS

8/22 – **Summer Networking with Emergent BioSolutions (BioBuzz)** – Rockville

8/22 – **Summer Picnic (Maryland Tech Council)** – Gaithersburg

9/20 – **Bio+Tech Conference (Maryland Tech Council)** – Baltimore

10/30 – **Entrepreneur Expo (TEDCO)** – College Park [early bird registration NOW]

[Click here for more regional events](#)

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

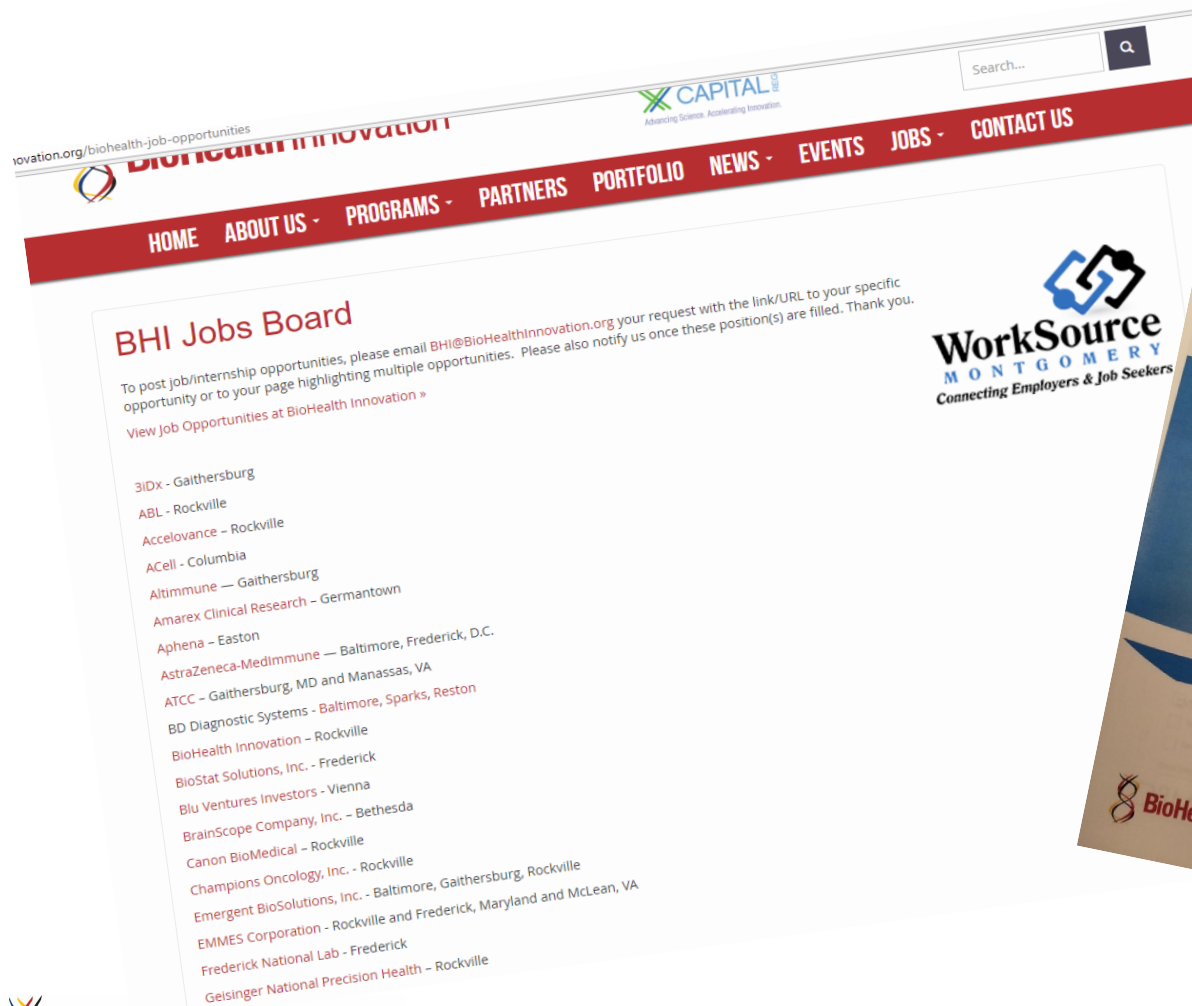
# *BioHealth Innovation* Mission



# *BioHealth Innovation* Mission

- Jobs Board
- Post Doc – Industry Networking
- Compensation Survey
- Other (post doc; entrepreneur)

# BioHealth Innovation Mission



# *BioHealth Innovation* Mission

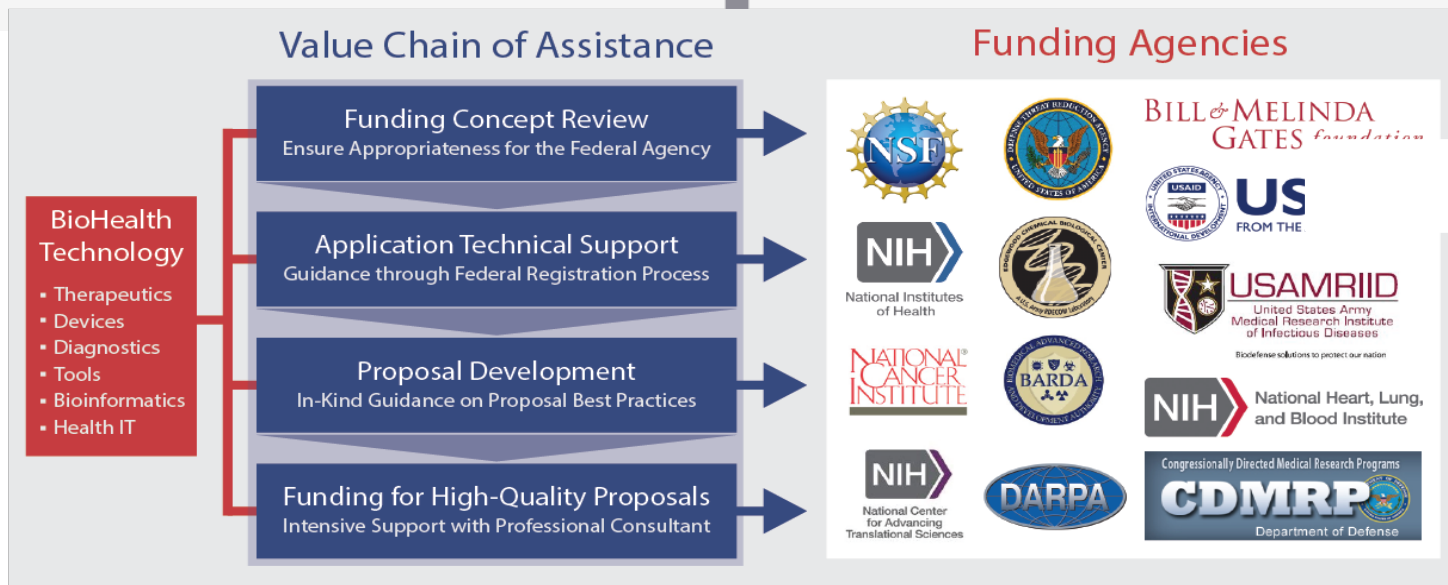


# BioHealth Investment Support

- Business Plan Feedback, Information and Resource Referral
- Non-Dilutive Funding Assistance
- Telling the Story
- Introduction to Investors
- State and Local Incentives

# BHI Non-Dilutive 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



**\$23.8M** awarded | **52** wins of **116** non-dilutive funding proposals | **53%** success rate (SBIR/STTR)

# BHI Non-Dilutive Funding Assistance

Home **Appointments**

## Appointment Locator

Select Business Resource

Office Hours - SBIR (Germantown) ▼

Are you an entrepreneur/early stage company in MD, DC or VA thinking of applying for a biohealth related SBIR grant? Does your technology qualify? Are you eligible? Sign up to apply to NIH? NSF? or to other organizations? (There is no fee for this service. However, registration is taken on a first come-first served basis.) If you are with Johns Hopkins University, please note consultants will be at Fast Forward in Baltimore on different dates.

If you have any questions, contact BioHealth Innovation (BHI@BioHealthInnovation.org // 301-637-7950).


Select Location

Germantown Innovation Center ▼

20271 Goldenrod Lane | Germantown, MD 20876 (Parking is free when parked at "GIC Reserved" spots only.)

Date

August 2018						
Sun	Mon	Tue	Wed	Thu	Fri	Sat



Home **Appointments**

## Appointment Locator

Select Business Resource

Market Research (courtesy TEDCC) ▼

To assist with the development of business plans, TEDCO makes two Market Research data resources available to early stage companies at different locations throughout Maryland: GlobalData and Frost and Sullivan. Both of these databases can be accessed by entrepreneurs and early stage companies at the Germantown Innovation Center through scheduled appointments. (Consultants are not permitted to use these resources.) The GlobalData databases include product information for therapeutics, diagnostics, and medical devices, and other information related to M&A and licensing activities. (See more: <https://www.globaldata.com/>). Frost and Sullivan's database (See more: <http://ww2.frost.com/>). This Business Resource is available for up to 3 hours at a time. To do so, please schedule three consecutive one-hour time slots. If you have any questions, please contact BioHealth Innovation (BHI@BioHealthInnovation.org // 301-637-7950). Thank you.

Select Location

Germantown Innovation Center ▼

20271 Goldenrod Lane | Germantown, MD 20876 (Parking is free when parked at "GIC Reserved" spots only.)

Date



August 2018						
Sun	Mon	Tue	Wed	Thu	Fri	Sat

BioHe  
accel  
comn  
team  
ventu  
comn  
regio  
exper






BHI's  
plans  
introc  
also r  
soft-l  
annu  
begin



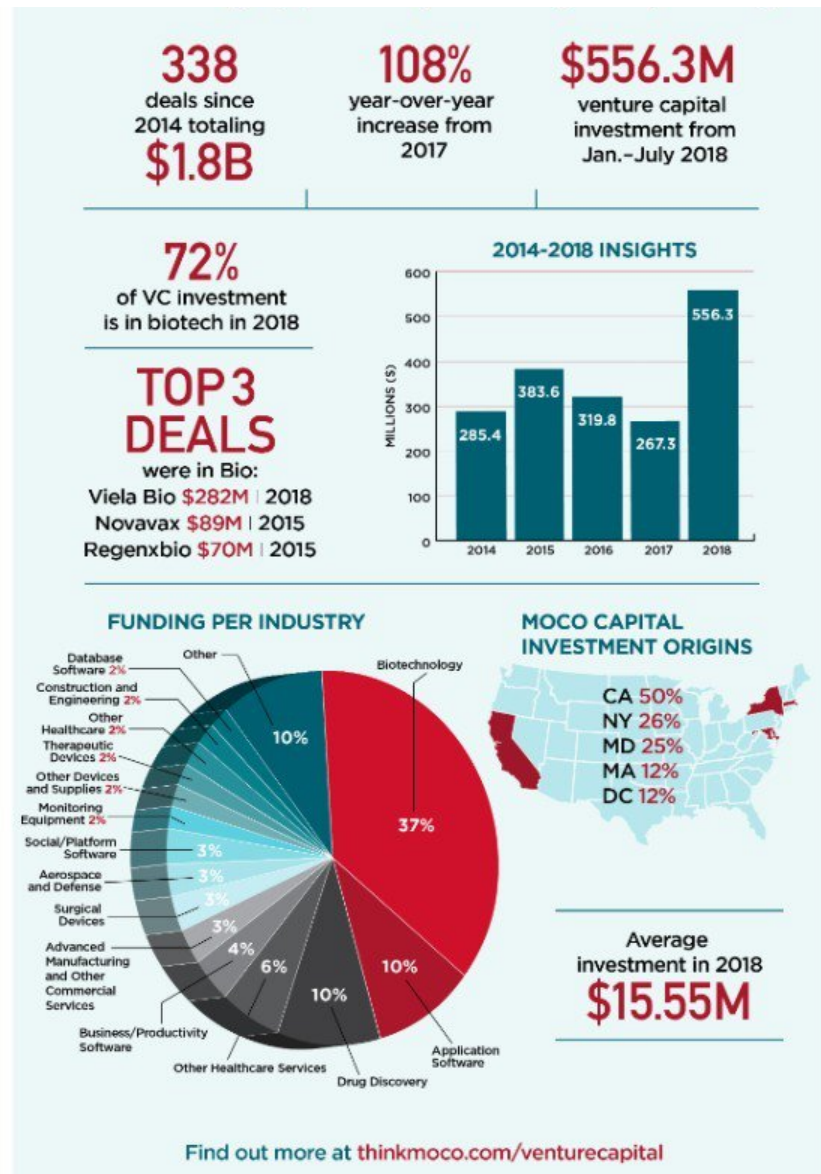
# Telling the Story: Biohealth Success in Montgomery County

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

# Telling the Story: Biohealth Success in Montgomery County

 <p>Expansion and merger with  May 2017</p>	 <p>Expansion into new 24,000 sq. ft. laboratory and offices October 2017</p>	<p><b>APPLIED BIOMIMETIC</b> Opened up new US HQ and R&amp;D facilities February 2018</p>	 <p>Raised <b>\$26,000,000</b> Series A January 2017</p>	 <p>Agreement to be acquired by Janssen for up to <b>\$1,040,000,000</b> May 2018</p>
 <p>Market Authorization of BioThrax in European Countries April 2018</p>	 <p>GlaxoSmithKline Vaccines 650,000 sq. ft. North American Vaccine R&amp;D HQ 2016</p>	 <p>Acquired by Kite Pharma for <b>\$11,900,000,000</b> August 2017</p>	 <p>Multiple Phase 3 candidates Sickle Cell, AML, etc. 2018</p>	 <p><b>\$300,000,000</b> Upfront for LAMP-vax Vaccine Platform for Allergies 2015</p>
<p><b>INTREXON®</b> Total revenues of <b>\$231,000,000</b> 21% increase over full year ended 12/31/16 March 2018</p>	 <p>Expanding manufacturing capacity with new GMP suite 2018</p>	 <p>Spins out 6 molecules into biotech with <b>\$250,000,000</b> VC investment. February 2018</p>	 <p>Raised <b>\$36,000,000</b> July 2018</p>	 <p><b>\$23,000,000</b> Series A; spin-out of Johns Hopkins University January 2018</p>
 <p><b>\$275,000,000</b> in new funding December 2017</p>	 <p><b>\$5,990,000</b> Series A April 2018</p>	 <p><b>\$50,000,000</b> Expansion US HQ 2015</p>	 <p>acquired for <b>\$1.2 billion</b> by Mallinckrodt Pharmaceuticals December 2017</p>	 <p>Expands to 118,000 sq. ft. with 160 new jobs March 2018</p>
	 <p>acquires  in transaction valued at <b>\$216,000,000</b> March 2018</p>	 <p>Raised <b>\$250,000,000</b> Series A; spin-out of MedImmune AstraZeneca May 2018</p>	 <p><b>\$200,000,000</b> Acquisition by SUCAMPO April 2017</p>	

# Telling the Story: Biohealth Success in Montgomery County



# Telling the Story: Biohealth Success in Montgomery County



## BioHealth Capital Region Investment Conference

OCTOBER 9 + 10, 2018

One MedImmune Way, Gaithersburg, MD 20878

### Investment Conference October 9 + 10, 2018

at  MedImmune

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

SPONSORED BY: 

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

TOP 3 BY 2023

 BioHealth Innovation

 EPIDAREX CAPITAL

J.P.Morgan

 MARYLAND TECH COUNCIL

 MedImmune  
A member of the AstraZeneca Group

NEA

 Sand Capital  
VENTURES

 TEDCO

ALEXANDRIA

 BIOHEALTH CAPITAL REGION

Advancing Science. Accelerating Innovation.

# State and Local Incentives



# MCEDC Partnership



# Innovation Center Partners



# Innovation Center Partners





# Innovation Center Partners





# ROCKVILLE INNOVATION CENTER

155 Gibbs Street, Rockville, MD 20850

Montgomery County Innovation Network Facility  
Managed by BioHealth Innovation, Inc. (BHI)



## 45 Private Offices and Office Suites || 4,000 square feet of Coworking Space

- 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\* | 93 Jobs

\*includes Montgomery County GreenBank

Technology		Health Tech	BioHealth/Life Sciences	



# GERMANTOWN INNOVATION CENTER

20271 Goldenrod Lane, Germantown, MD 20876

Montgomery County Innovation Network Facility  
Managed by BioHealth Innovation, Inc. (BHI)



## 51 Private Offices and Office Suites || 15 Wet labs || 32,000 square feet

- 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 Center, Montgomery College

## 23 Companies | 117 Jobs

Therapeutics	Diagnostics & Research Tools	Health Tech	Technology
           	    	  	  

# RIC and GIC PROGRAM METRICS\*

## 48 Companies:

**GIC:** Resident–18; Virtual–5 **RIC:** Resident–16; Virtual–3; Coworking–6

## 210 Jobs

**GIC:** FTE–106; PT–11 **RIC:** FTE–93; PT–17

## 17 Graduates (September 2016–Present)

**GIC:** *Afilon, Kitchology, Kinetic Analysis, Biologics Resources, DSP Logic, Leverage, Brisa Biotech, Machfu (8/31/18)*

**RIC:** *Cosmos ID, Uverj, AllCounted, Lazy Corp, Moxie Infomatics, WellAve, MEDfactura, ACUITYnano, Tyrogenex, 1787 Financial Planners*

## 17 New Tenants (September 2016–Present)

**GIC:** *Acousort, Akan, BiOneCure Therapeutics, Neuraly, NuSep, Rao Solutions, Theraly*

**RIC:** *Athena Infonomics, Carradora Health, fNIR Devices, Geisinger Health, Healable, Inky, JuneBrain, LRT Wireless, MedFactura, Parto*

## Current Availability

**GIC:** No wet lab space; 2 offices; coworking

**RIC:** 2 offices; coworking



\*As of 8/15/18



# RIC and GIC PROGRAM METRICS\*

## Facility Expansions (September 2016-Present)

**GIC:** *Akan, Arcellx (lab), Leverage, MachFu, Neuraly (lab), Seraxis (lab), Zalgen*

**RIC:** *Geisinger Health, Inky*

## Funding (September 2016-Present)

**GIC:** *Arcellx (\$26M), Neuraly (\$36M), MachFu (\$2.7M), Seraxis (\$1.8M), Theraly (\$926K)*

**RIC:** *Inky (\$5.6M), JuneBrain (\$225K), 3iDx (\$225)*

## Other

**GIC:** *Adera, Akan, Rao, ServeFed, Zalgen*

**RIC:** *Athena, Carradora, ExeGi, Speak Agent, Pixspan, Reveragen*



## **BHI SUPPORT for COMPANIES**

- **Company Update Meetings**
- **Office Hours and Resource Referrals**
- **Facilities**
- **EIR and Professional Staff Advisory and Support**
- **Grant Application and Funding Support**
- **Promotion and Connections/Networking**
- **Admission Screening // Graduation**

## **BHI SUPPORT FOR COMPANIES**

- **Company Update Meetings**
- Office Hours and Resource Referrals
- Facilities
- EIR and Professional Staff Advisory and Support
- Grant Application and/or Funding Support
- Promotion and Connections/Networking
- Admission Screening // Graduation

# SAMPLE - OFFICE HOURS, LUNCH n LEARNS, REFERRALS



MITRE

MC

MONTGOMERY COLLEGE  
MAKE YOUR MOVE



Cooperative Alumni Angel Group (CAAG)

faubel<sup>®</sup>  
Pharma Services





# FACILITIES SUPPORT

## HazMat Permit Training

- 1:1 Office hours with Barbara Moore from County's Office of Emergency & Homeland Security

## Lab Safety and SOP Training

- Working with Ed Sybert to initiate Annual Lab Safety training seminar and draft SOPs common lab procedures for GIC.

## Data Room and Generator Load Issues

- Detailed report analyzing power distribution completed.
- Working with Montgomery College to manage power distribution to the generator from data room.

## Clean Room Conversion

- \$135K fronted by Arcellx; Occupied in October 2017
- Increased revenue \$36,000 annually for the facility

## Miscellaneous

- Tenant Coordinators, LaunchLabs, space assignment, engineering



## **BHI SUPPORT for COMPANIES**

- Company Update Meetings
- Office Hours and Resource Referrals
- Facilities
- **EIR and Professional Staff Advisory and Support**
- **Grant Application and Funding Support**
- **Promotion and Connections/Networking**
- Admission Screening // Graduation



## CATALYTIC GRANT SUPPORT

3iDx (GIC)	Fabricate components, optimize design, and produce prototypes of separator cartridge.
Adera Labs (GIC)	Optimize proprietary algorithm using data from ongoing clinical trial.
JuneBrain (RIC)	Consulting advice re FDA approval pathway and reimbursement strategy and design support for prototype.
LexSource (RIC)	Partial payment of a one-time license of software required to rapidly build new software product in high demand by potential clients.
Parto (RIC)	Prototype development and robotics of Parto's high speed image acquisition device.
Seraxis (GIC)	Develop a cryopreservation protocol that will enable standard lot testing as required by FDA. This test better addresses regulatory expectations for Seraxis' cell therapy protocol.



## **BHI SUPPORT for COMPANIES**

- Company Update Meetings
- Office Hours and Resource Referrals
- Facilities
- EIR and Professional Staff Advisory and Support
- Grant Application and Funding Support
- Promotion and Connections/Networking
- **Admission Screening // Graduation**

# ADMISSIONS PROCESS

## Process:

- Phone call and introductions
- Tour of facility(ies)
- Discussion with BHI Team regarding technical and business feasibility of business plans and management who will execute the plan
- Formal submission of application and business plan.
- If admitted, working with Scheer and Insurance Provider to ensure COI and License Agreements reflect discussion in terms of monthly rent, amenities fees, start date, security deposits, etc.

# GRADUATION

## Idea

- Requires business model refinement and customer discovery
- Should start in the Virtual Company program and move into Incubation phase

## Pilot

- Requires reference able users, pilots, and would-be customer feedback on near commercial technology;
- For Biotech – well documented regulatory and commercial pathway required; for Technology - Customer discovery process completed

## Growth

- Scaling Stage – Requires sales, distribution, and partnerships. Growth and job creation potential to strategic commercial real estate hand-offs
- For Biotech – Pre-IND Stage moving toward the clinical stage

## Soft Landing

- Strategic Stage – Requires support of incubation facility to recruit strategic company to the region; Examples of large companies establishing strategic division in Region or foreign companies requiring strategic foothold in County.

# ADMISSIONS PROCESS

## Idea

- Requires business model refinement and customer discovery
- Should start in the Virtual Company program and move into Incubation phase

## Pilot

- Requires reference able users, pilots, and would-be customer feedback on near commercial technology;
- For Biotech – well documented regulatory and commercial pathway required; for Technology - Customer discovery process completed

## Growth

- Scaling Stage – Requires sales, distribution, and partnerships. Growth and job creation potential to strategic commercial real estate hand-offs
- For Biotech – Pre-IND Stage moving toward the clinical stage

## Soft Landing

- Strategic Stage – Requires support of incubation facility to recruit strategic company to the region; Examples of large companies establishing strategic division in Region or foreign companies requiring strategic foothold in County.

# ADMISSIONS PROCESS

## Eligibility - Companies should be:

- Technology-based, product driven, market relevant, and growth oriented. (Lifestyle businesses, services companies, and franchises are excluded.)
- Able to demonstrate reasonable plans for growth in the business plan submitted with their application.
- Understand that their ability to reside in the innovation center is not indefinite, that they are expected to grow their business to a point that they can easily transfer to commercial real estate space.
- Able to demonstrate an ability to pay rent in accord with the license.
- Show an interest in fellow innovation center tenants, entrepreneurial and innovation education activities.



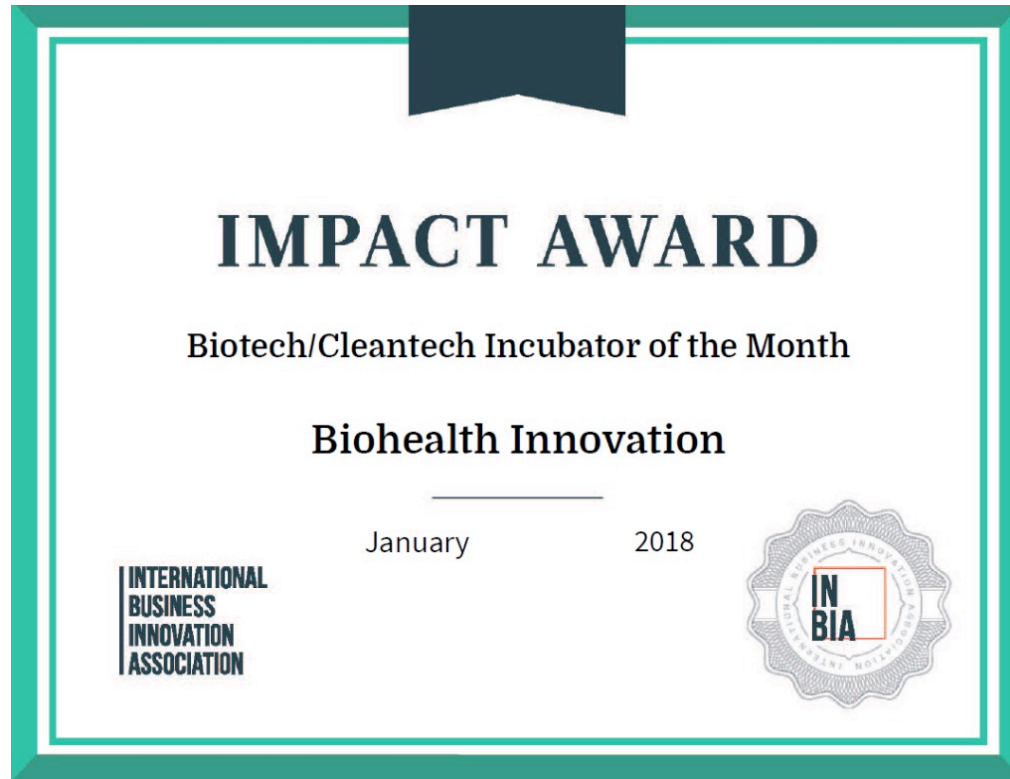


# GRADUATION

## Eligibility - Companies should be:

- Technology-based, product driven, market relevant, and growth oriented. (Lifestyle businesses, services companies, and franchises are excluded.)
- Able to demonstrate reasonable plans for growth in the business plan submitted with their application.
- Understand that their ability to reside in the innovation center is not indefinite, that they are expected to grow their business to a point that they can easily transfer to commercial real estate space.
- Able to demonstrate an ability to pay rent in accord with the license.
- Show an interest in fellow innovation center tenants, entrepreneurial and innovation education activities.





# THANK YOU!!



**Judy Costello**  
**Managing Director, Economic Development**  
**BioHealth Innovation, Inc.**  
jcostello@biohealthinnovation.org  
301-637-8854

**Nandini Arunkumar**  
**Associate**  
BioHealth Innovation, Inc.  
narunkumar@biohealthinnovation.org



# BioHeath Innovation, Inc.

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

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

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

