



# BioHealth Innovation

Founding Member



**BIOHEALTH** REGION  
CAPITAL

Advancing Science. Accelerating 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:

2018

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. **Maryland / Virginia / DC Metro**
5. San Diego
6. Greater Philadelphia
7. Los Angeles / Orange County
8. Raleigh-Durham, NC (inc. Research Triangle Park, NC)
9. Seattle
10. Chicagoland

**BioHealth Capital Region is on the way to achieving its stated goal of growing the Maryland / Virginia / Washington, D.C. region into a top-three cluster by 2023.** In addition to longtime anchors such as the NIH and FDA, and academic institutions led by the Johns Hopkins University and University of Maryland system, the life sciences have seen expanded business activity and support from officials led by Virginia Gov. Ralph Northam (D) and Maryland Gov. Larry Hogan (R). The region is already **third in NIH funding** (3103 awards totaling \$1.456 billion), 42% of which was awarded to Johns Hopkins (\$605.781 million). Three U. of Maryland schools (Baltimore, College Park, and Baltimore County) garnered a combined \$214.528 million.

BioHealth Capital is also **third in patents** (4943, just 32 ahead of San Diego), and **fourth in lab space** (with 22.5 million square feet according to Rockville, MD-based Scheer Partners, which measures the entire region [vs. JLL's 9.5 million for "suburban Maryland"]). **VC has improved from sixth in 2016: PwC/CB Insights ranks the region fourth with \$944.07 million in 44 deals, but JLL tallies \$1.1 billion, good enough for third.** This year's VC includes the \$250 million Series A financing completed in February by Viela Bio in Gaithersburg, MD, formed when AstraZeneca spun off six pipeline candidates of its Gaithersburg-based MedImmune subsidiary. However, BioHealth Capital appears to lag in employment: JLL has the region ninth with 41,322 jobs, though Battelle in June showed a more respectable 63,287 jobs as of 2016, good for sixth place.

# BHCR News Stories

WASHINGTON  
BUSINESS JOURNAL

“**Danaher** acquiring GE biopharma business for **\$21.4B**”

## BIOCENTURY

“**Macrogenics** raises **\$110M** following breast cancer data”

## MarketWatch

“**Arena Pharmaceuticals** Enters **\$1.2 Billion Agreement** With **United Therapeutics**”



“**NextCure** Raises **\$93 Million** in Series B Financing”

WASHINGTON  
BUSINESS JOURNAL

“**K2M** closes **\$1.4B** sale to **Stryker**”



“**Autolus** Brings in **\$150 Million** in IPO, Continues Strong Investment Trend for Biotechs This Week”

[StreetInsider.com](http://StreetInsider.com)

“**Regenxbio (RGNX)** Raised **\$208 Million** Public Offering Of Common Stock”

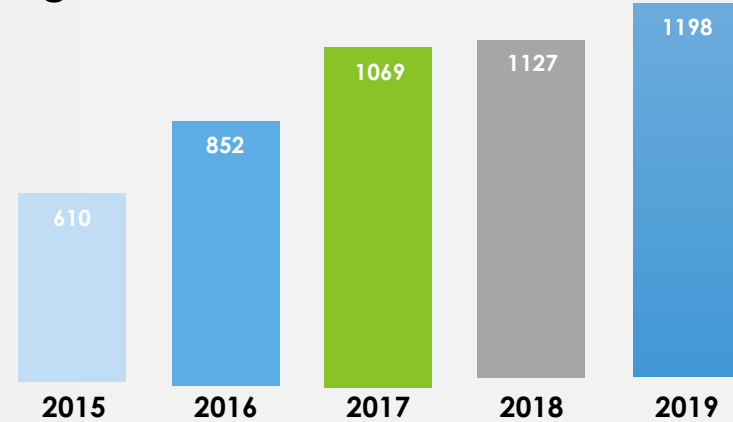


“**Emmes** Receives Investment from **Behrman Capital**”

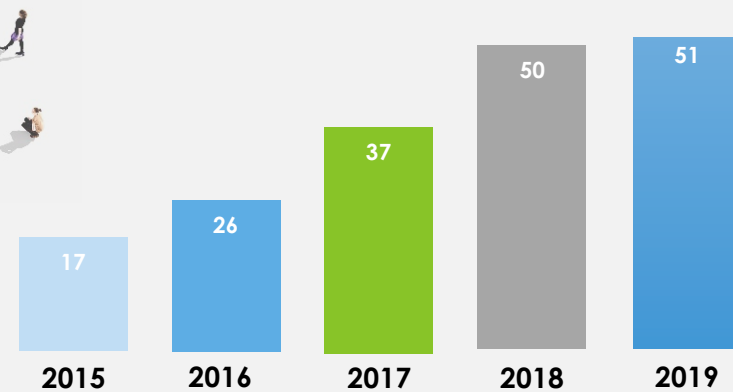
# 2019 BioHealth Capital Regional Forum

## BioHealth Capital Region Forum Growth

### Registrants



### Sponsors



1,129 Registrants  
50 Sponsors  
Top 3 by 2023

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

Showcasing accomplishments  
and opportunities for the  
BioHealth Capital Region

**April 8 + 9, 2019**

One MedImmune Way, Gaithersburg, MD 20878

# The Growth of the “BioHealth” Brand

**BioHealth** Innovation

**BioHealth** Capital Region

Office of **Biohealth** – Maryland Department of Commerce

**BioHealth** Capital Region – Genetic Engineering News

Institute for **Biohealth** Innovation – George Mason

AURP **Biohealth** Caucus

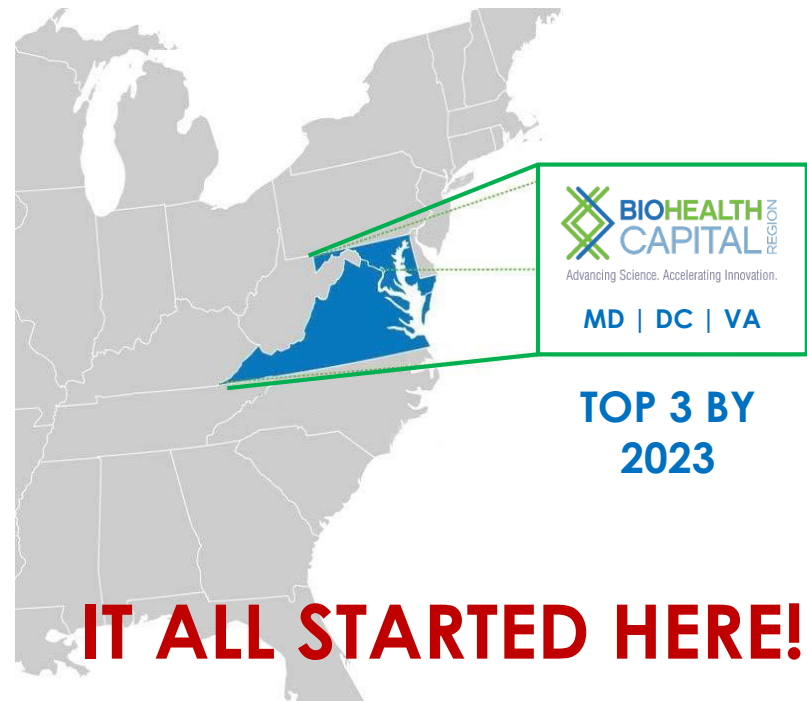
Wisconsin’s **Biohealth** Industry

Women in **Biohealth** – U.W. Madison

Growing **Biohealth** Cluster – Ohio

Luxembourg **Biohealth** Cluster

South Korea **Biohealth** Industry

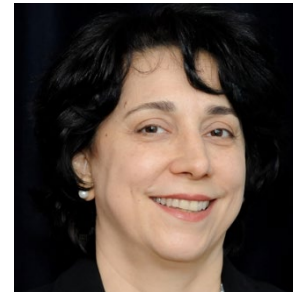


# BHCR Support Organizations



**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."



**Kolaleh Eskandanian, PhD, MBA, PMP®**  
Vice President and Chief Innovation Office

With a health care experience designed around kids' unique needs, we're the premier provider of pediatric services in the Washington, D.C., metro area and its only health system specializing in kids.



**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."

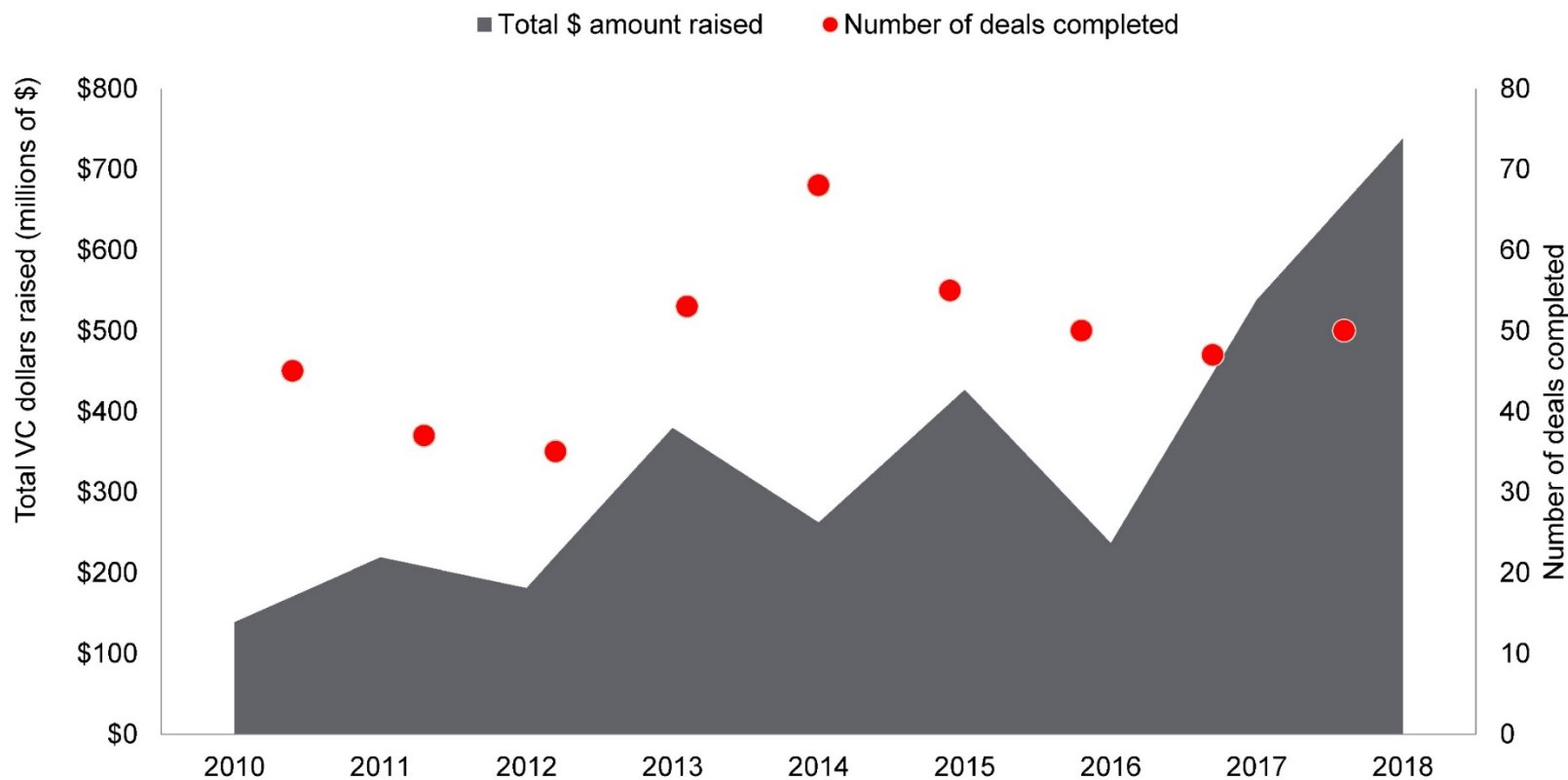


# M&A in the BHCR

<p>May 2018</p>  <p>Agreement to be acquired by</p>  <p>For up to <b>\$1,040,000,000</b></p>	<p>Apr 2019</p>  <p>Acquired Paragon Bioservices for <b>\$1,200,000,000</b></p>	<p>Feb 2019</p>  <p>Acquires Biopharma Business of GE Life Sciences for <b>\$21,400,000,000</b></p>	<p>2018</p>  <p><b>\$1,000,000,000</b> Plus in pharma acquisitions (PaxVax and Adapt Pharma)</p>	
<p>Dec 2017</p>  <p>acquired for <b>\$250 million</b> by</p> 	<p>Mar 2019</p>  <p>Acquires</p>  <p>for <b>\$660,000,000</b></p>	<p>Aug 2018</p>  <p>Acquired K2M in transaction valued at <b>\$1,400,000,000</b></p>	<p>Dec 2017</p>  <p>acquired for <b>\$1.2 billion</b> by</p> 	<p>Sept 2018</p>  <p>Acquires</p>  <p>In transaction valued at <b>\$185,000,000</b></p>
<p>Nov 2018</p>  <p>Receives exclusive rights worldwide for ralinepag from</p>  <p><b>\$1,200,000,000</b></p>	<p>Sept 2018</p>  <p>Acquires</p>  <p>In transaction valued at <b>\$216,000,000</b></p>	<p>April 2017</p>  <p>acquired for <b>\$200 million</b> by</p> 	<p>Nov 2017</p>  <p>acquired for <b>\$6.5 billion</b> by</p> 	

# VC Funding in the BioHealth Capital Region

*Average deal size has climbed from **\$11.5 million** to **\$14.8 million** in 2018 as overall volume reached over **\$700 million**.*



# Recent Investment Successes in BHCR

<p>January 2019</p>  <p><b>\$56,150,000</b> In Venture Capital</p>	<p>October 2018</p>  <p><b>\$16,900,000</b> In Private Equity</p>	<p>November 2018</p>  <p>Raises <b>\$150,000,000</b> In Venture Capital</p>	<p>August 2018</p>  <p>Raises <b>\$10,000,000</b> In Private Equity</p>	<p>March 2019</p>  <p>Receives equity financing with Behrman Capital</p>
<p>February 2019</p>  <p>Raises <b>\$110,000,000</b> In Venture Capital</p>	<p>April 2018</p>  <p><b>\$20,500,000</b> In Venture Capital</p>	<p>January 2018</p>  <p><b>\$23,000,000</b> Series A; spin-out of </p>	<p>November 2018</p>  <p>Raises <b>\$93,000,000</b> In Series B financing</p>	<p>July 2018</p>  <p>Raises <b>\$36,000,000</b></p>
<p>June 2018</p>  <p><b>\$92,000,000</b> IPO</p>	<p>August 2018</p>  <p><b>\$201,800,000</b> IPO projection contingent on market conditions</p>	<p>May 2018</p>  <p>Raises <b>\$357,000,000</b> Series A; spin-out of </p>	<p>June 2018</p>  <p><b>\$32,500,000</b> In Venture Capital</p>	

# Biohealth Success in Montgomery County, Maryland



Expansion and merger with



May 2017



**American Gene Technologies**  
Where Creativity Cures™

Expansion into new 24,000 sq. ft. laboratory and offices

October 2017

**APPLIED BIOMIMETIC**

Opened up new US HQ and R&D facilities

February 2018



**ARCELLX**

Raised **\$26,000,000** Series A

January 2017



Agreement to be acquired by



for up to **\$1,040,000,000**

May 2018



Market Authorization of BioThrax in European Countries

April 2018



GlaxoSmithKline Vaccines

650,000 sq. ft. North American Vaccine R&D HQ

2016



GILEAD

Acquired



for **\$11,900,000,000**

August 2017



GlycoMimetics, Inc.

Multiple Phase 3 candidates Sickle Cell, AML, etc.

2018



IMMUNOMIC Therapeutics, Inc.

**\$300,000,000**

Upfront for LAMP-vox Vaccine Platform for Allergies

2015

**INTREXON**

Total revenues of **\$231,000,000** 21% increase over full year ended 12/31/16

March 2018



Expanding manufacturing capacity with new GMP suite

2018



Spins out 6 molecules into biotech with **\$250,000,000** VC investment.

February 2018

**Neuraly Inc.**

Raised **\$36,000,000**

July 2018



**\$23,000,000** Series A; spin-out of



January 2018



THE FUTURE OF MEDICINE IS PRECISION

**\$275,000,000** in new funding

December 2017



**\$5,990,000** Series A

April 2018



**\$50,000,000** Expansion US HQ

2015



SUCAMPO acquired for

**\$1.2 billion** by



December 2017



Expands to 118,000 sq. ft. with 160 new jobs

March 2018



acquires



in transaction valued at

**\$216,000,000**

March 2018



Raised

**\$250,000,000**

Series A; spin-out of



May 2018



**\$200,000,000**

Acquisition by



April 2017

# 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



UNIVERSITY  
*of* VIRGINIA

# 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 private public partnerships operational



# 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**



**JOHNS HOPKINS**  
UNIVERSITY



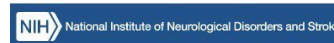




Unrivaled Research Assets  
Unfulfilled Commercial Promise  
800+ BioHealth Companies



## BioHealth Regional Innovation Cluster Assets





# BHI Goals

## 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

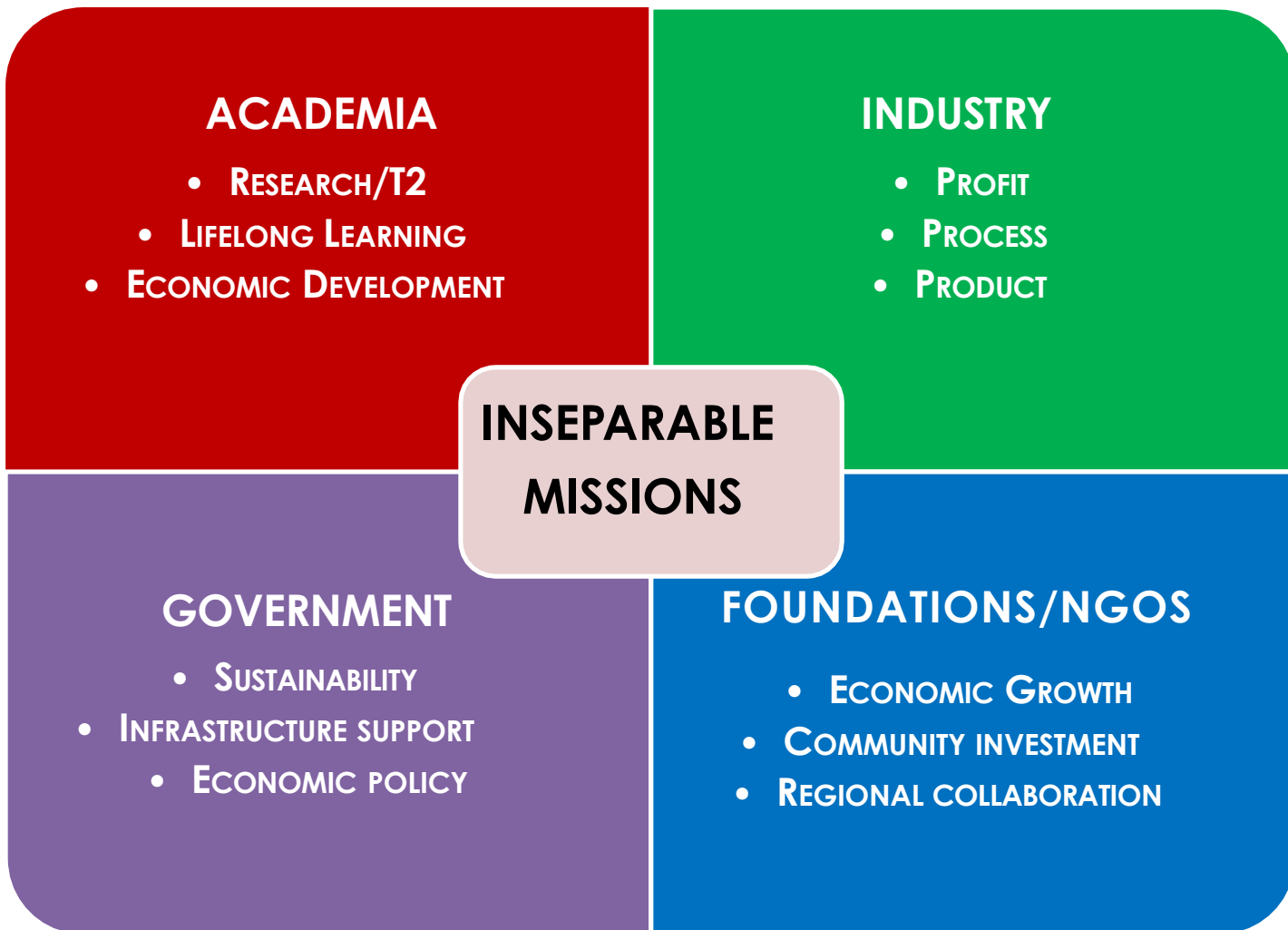


[www.supernus.com](http://www.supernus.com)

# Venture Capital Investments



# Regional BioHealth Ecosystem Partners





# BHI Partners and Sponsors

## Private Sector



## Academia











## Government



## Non-Government

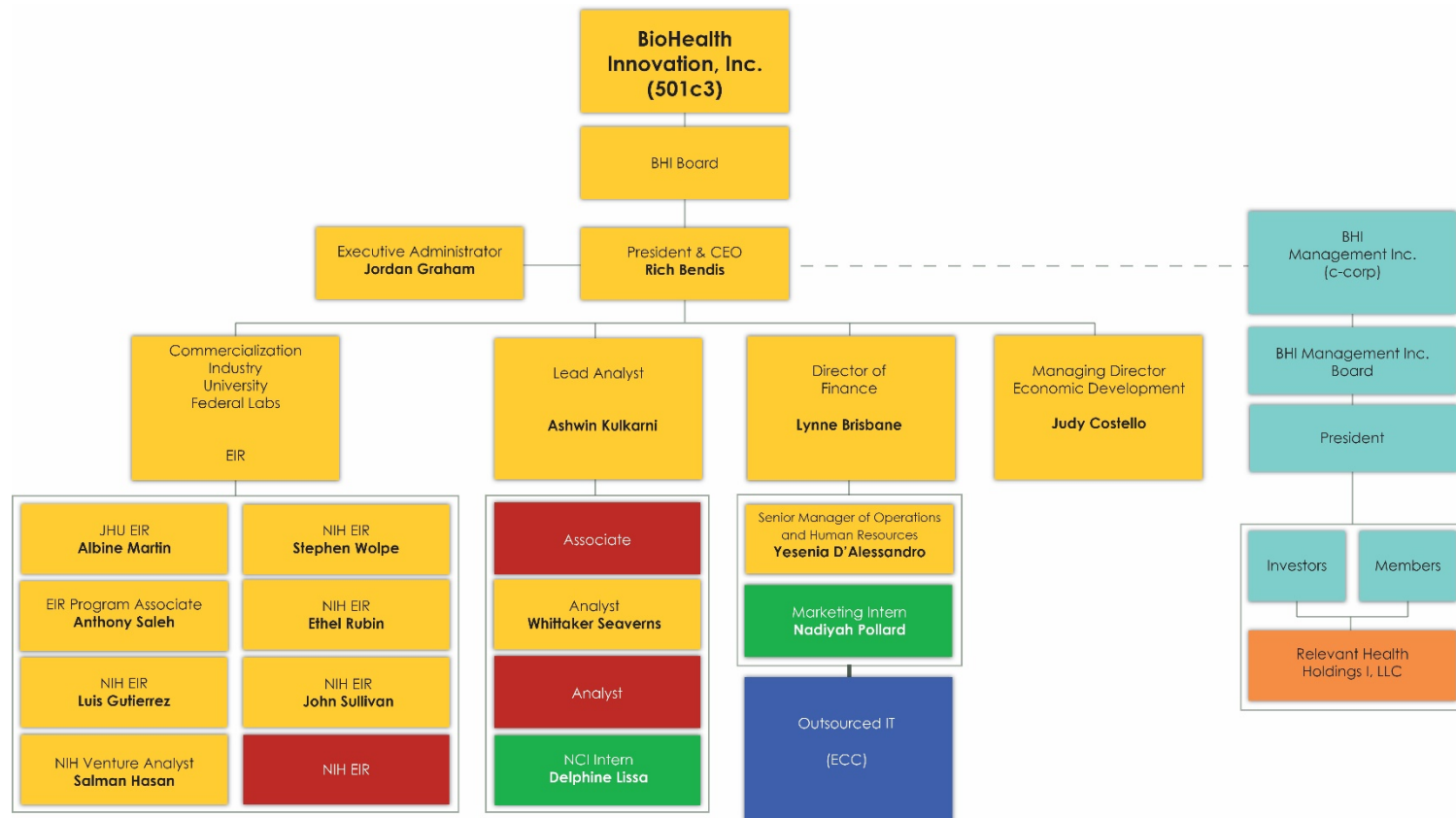


# BHI Board of Directors

 <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>David Mott</b> General Partner New Enterprise Associate.</p>
 <p><b>Jarrod Borkat (Vice Chair)</b> Vice President Corporate Strategy Emergent Biosolutions</p>	 <p><b>Dave Lemus</b> CEO/Principal LEMAX, LLC</p>	 <p><b>Kurt Newman, M.D</b> President &amp; CEO Children's National Medical Center</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>John Trainer</b> Vice President and Head Partnering and Strategy AstraZeneca</p>
 <p><b>Ronald J. Daniels</b> President Johns Hopkins University</p>	 <p><b>Beth Meagher</b> Principal Deloitte Consulting LLP</p>	
 <p><b>William Hearl, Ph.D.</b> Founder and CEO Immunomic Therapeutics, Inc.</p>	 <p><b>Charles Morton (Secretary)</b> Partner Venable LLP</p>	 <p><b>Lily Qi (Ex-Officio)</b> Maryland State Delegate District 15</p>

# BHI Organizational Chart

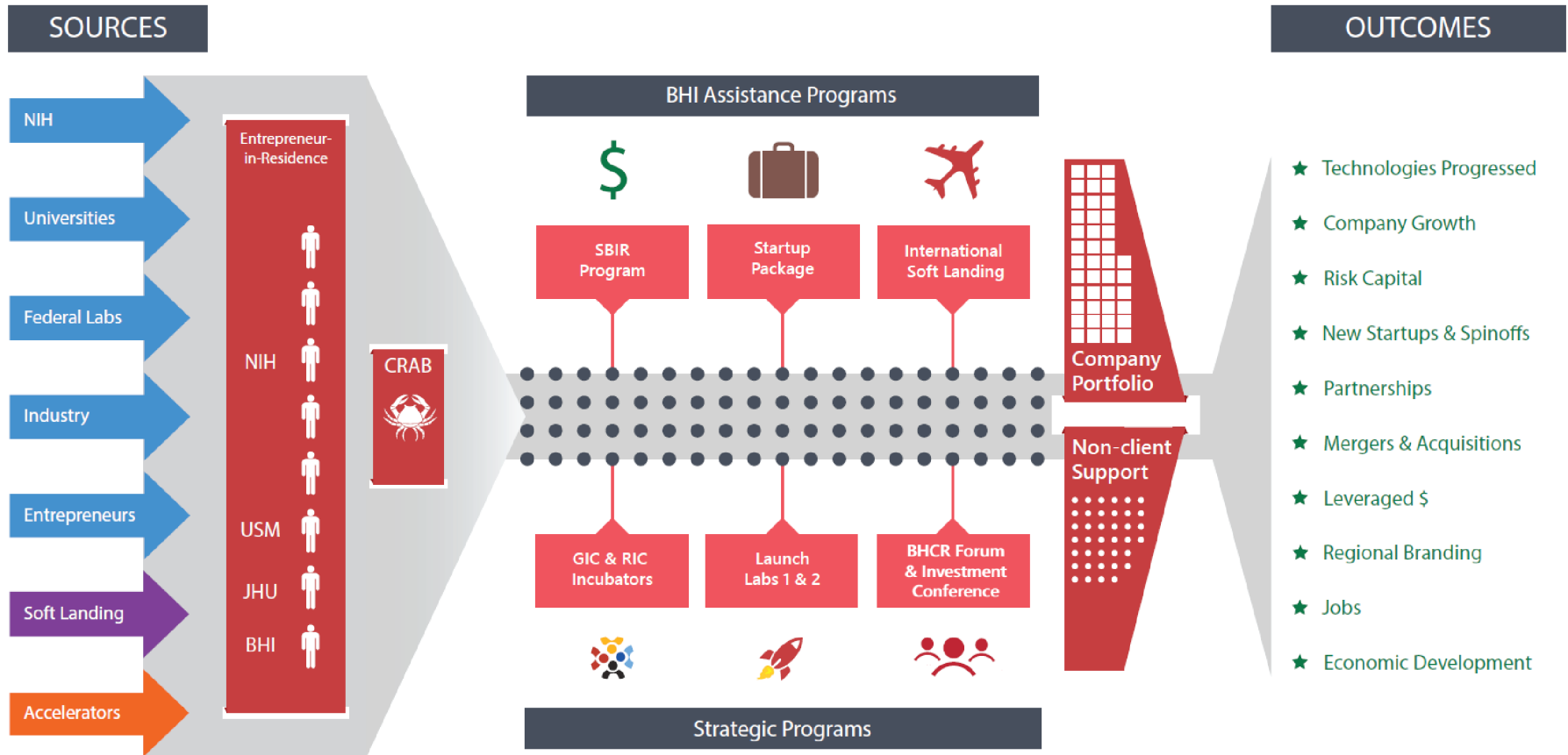
April 2019



- 14 Current
- 2 Part-time
- 3 Future
- BHIM
- 1 Outsourced
- Relevant Health Holdings

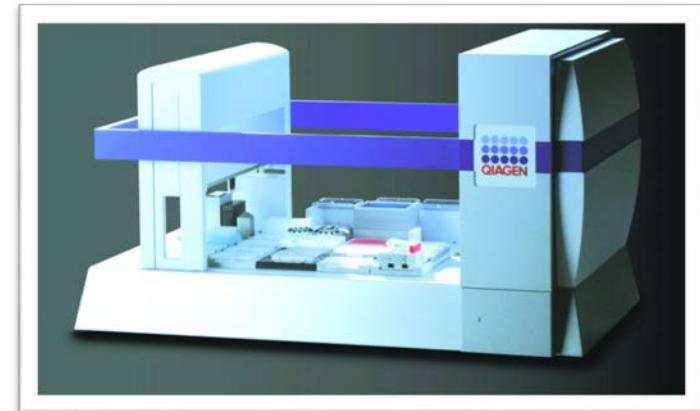
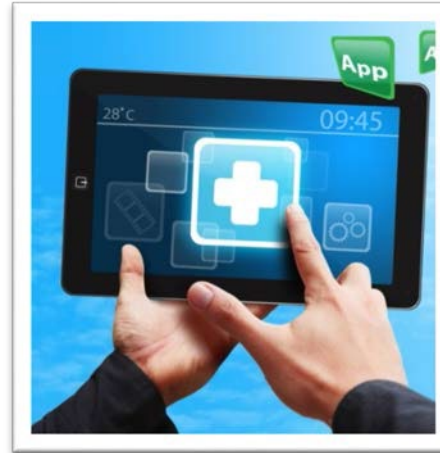
# BHI Business Model

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.



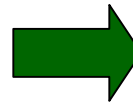
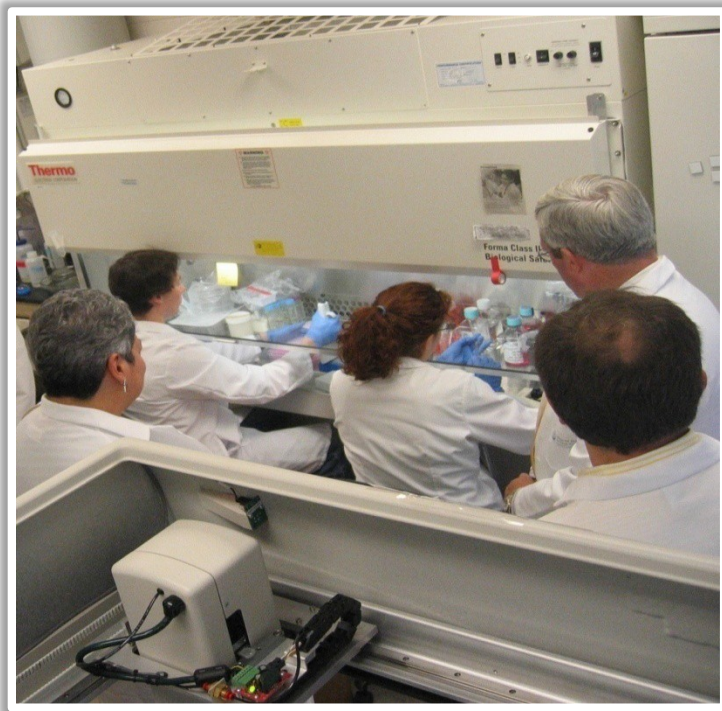
# BHI Technology Focus

- Therapeutics
- Diagnostics
- Medical Devices
- Healthcare Services
- E-Health
- Mobile Health
- Electronic Medical Records
- Biomarkers and Tools
- Health Informatics
- BioHealth Cybersecurity
- Personalized Health
- Convergence



# 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”**

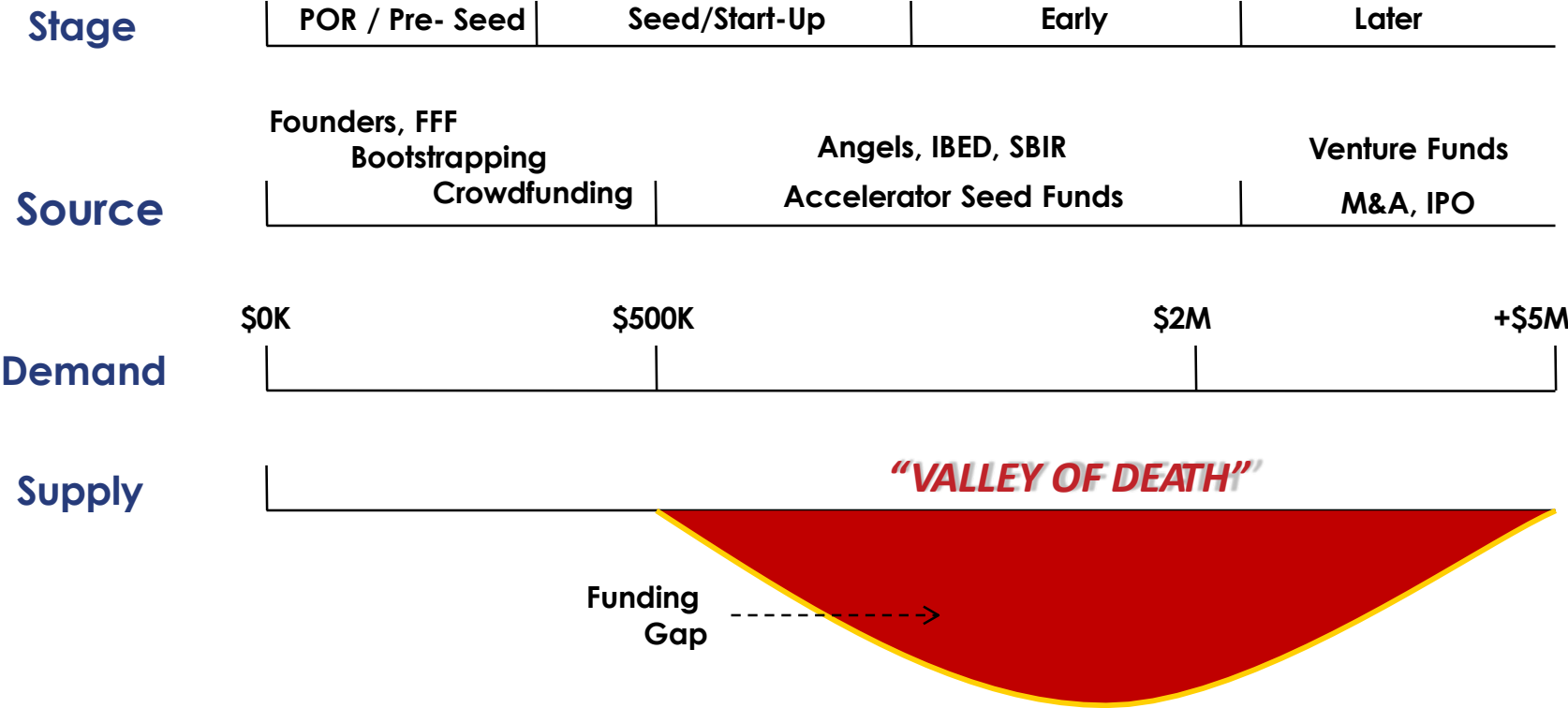


# BHI Commercial Relevance Advisory Board (CRAB)



- A pool of experienced biohealth professionals who have agreed to assist BHI in evaluating market-relevant research and product development opportunities
- The CRAB helps determine the commercial applicability of emerging entrepreneurs, companies and their science or technology.

# Innovation Capital **Valley of Death**





# BHI Innovation Capital Map

Pre-Proof of Concept \$25,000 - \$1,500,000 (over 5 yrs)	Translational Research/ Proof of Concept \$15,000 - \$750,000 (over 3 yrs)	Proof of Commercial Relevance/Pre-Seed \$15,000 - \$1,500,000	Seed/ Start-Up \$50,000 - \$1,500,000	Early Stage \$200,000 - \$2,500,000	Later Stage \$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 R 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

# SAVE THE DATE

OCTOBER 15 + 16, 2019



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

SPONSORED BY:



## BioHealth Capital Region Investment Conference

AstraZeneca, One Medhmmune Way, Gaithersburg, MD 20878

## Investment Conference October 15 + 16, 2019



**95 Companies**

**32 Investors**

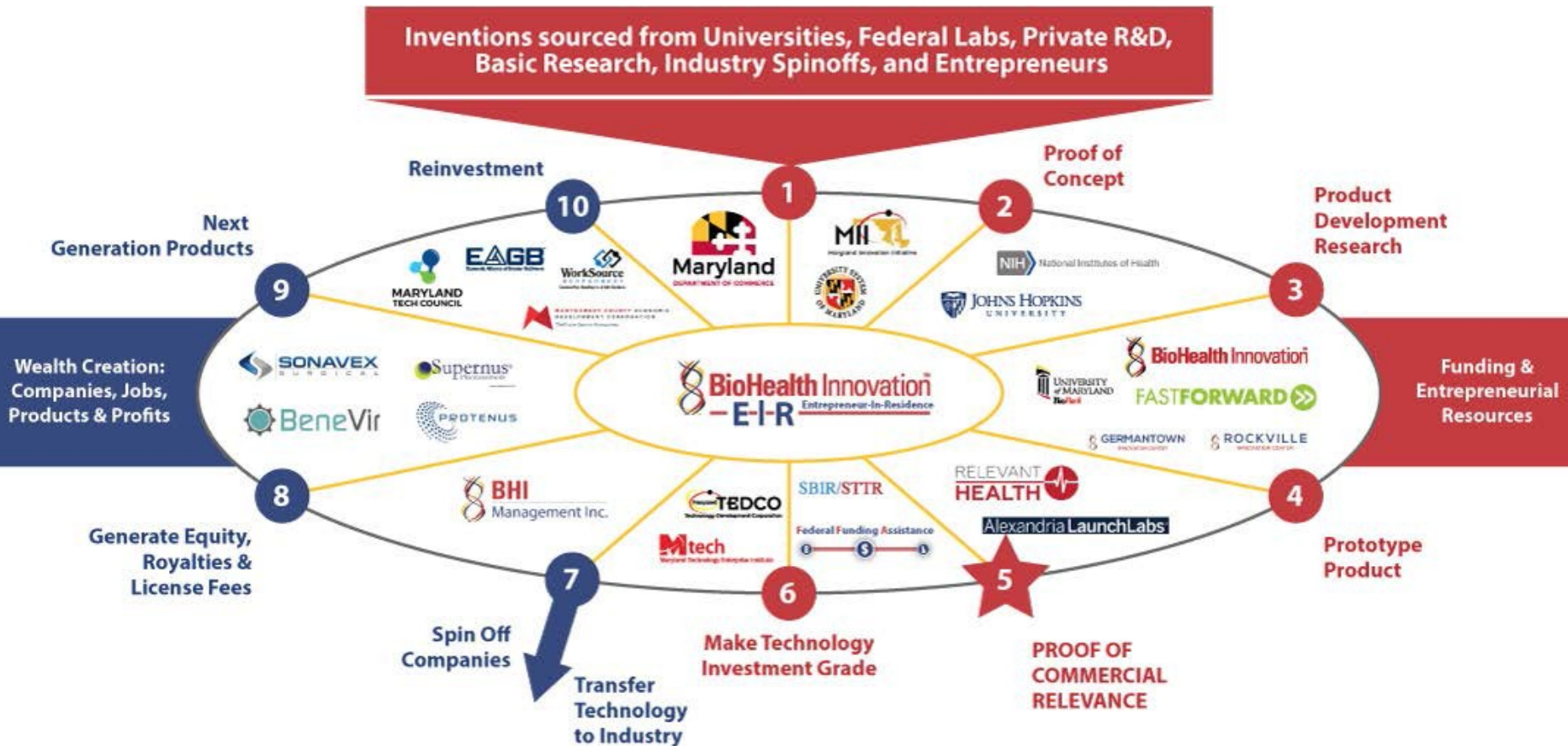
**October 9+10, 2018**

TOP 3 BY 2023

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

# BHI Commercialization Model

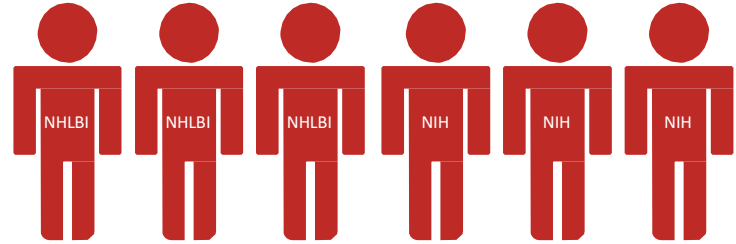
This commercialization model shows the steps and partners that are involved in the BHI commercialization and support process. The process below leads to the creation of new companies, spin-outs and strategic partnerships. BHI connects companies with a network of public, private and academic entities.



# 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' \$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.

# BHI Team



**Rich Bendis**

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



**Albine Martin, Ph.D.**

Entrepreneur-in-Residence  
Johns Hopkins University  
30+ 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



**Luis Gutierrez, Ph.D.**

Entrepreneur-in-Residence, NIH  
20+ years industry experience:



**John Sullivan, MBA**

Entrepreneur-in-Residence, NIH  
24+ years industry, consulting, and  
VC experience:



**Anthony Saleh, Ph.D.**

Associate EIR, BHI



**Judy Costello**

Executive Director  
BioHealth Innovation  
25+ years in economic development in  
Northern VA, Washington DC, and MD



# Who are the Entrepreneurs-in-Residence?

EIRs are experienced entrepreneurs, venture capitalists and industry business developers managing a commercially relevant biohealth portfolio.



John  
Sullivan (NIH)



Albine  
Martin (JHU)



Ethel  
Rubin (NHLBI)



Steve Wolpe  
(NHLBI)



Luis Gutierrez  
(NIH)



Anthony Saleh  
(Entrepreneurial  
fellow)



Additional NIH  
EIRs

EIRs have experience in :

- Product development
- Investment that encompasses technology diligence
- Fundraising
- Running companies
- Commercializing novel medical technologies

# BHI Client Portfolio

## Therapeutic



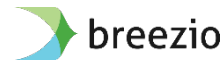
## Medical Device



## DreamIt Health



## Health IT / IT



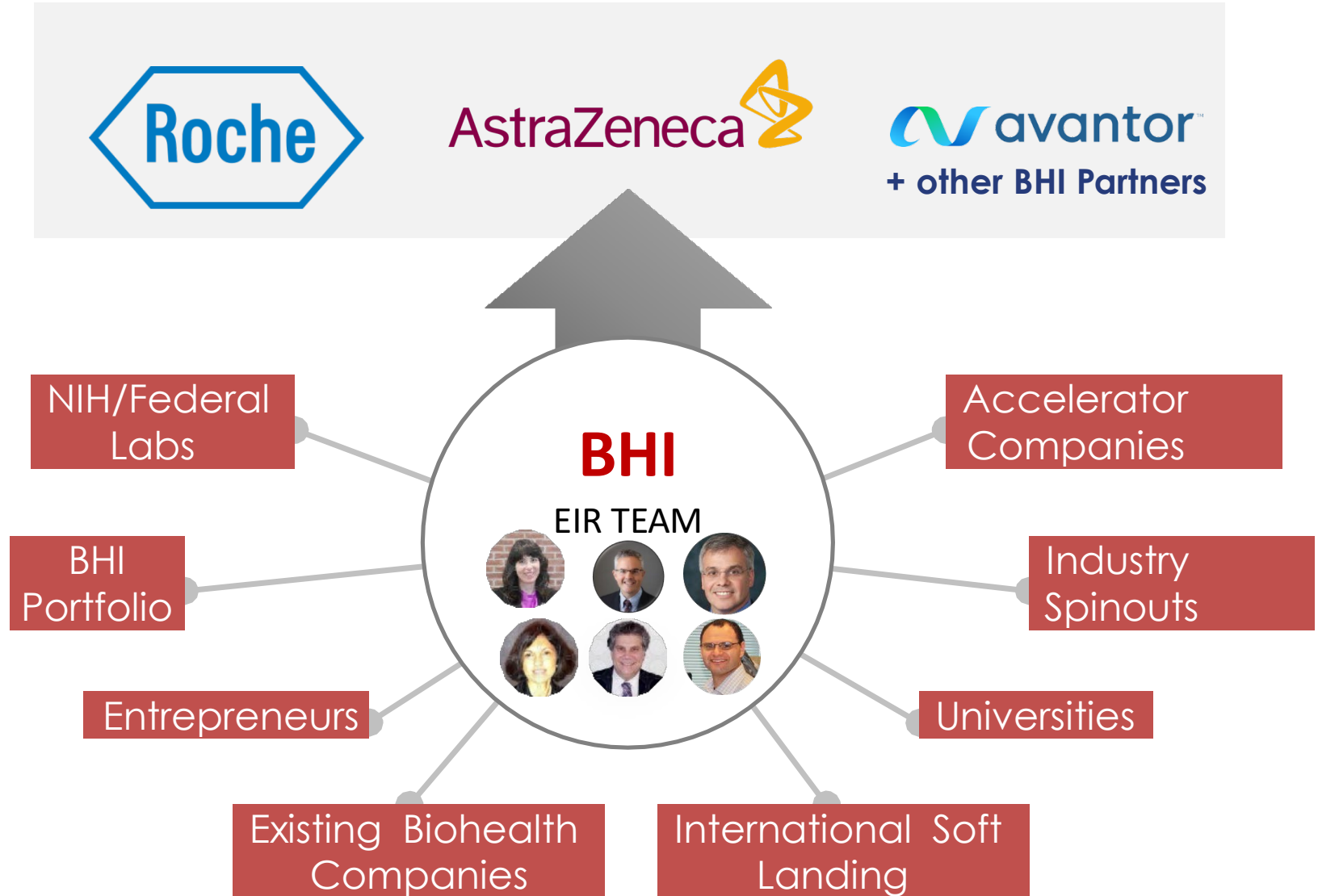
## R&D Tool



## Relevant Health



# BHI Scouting





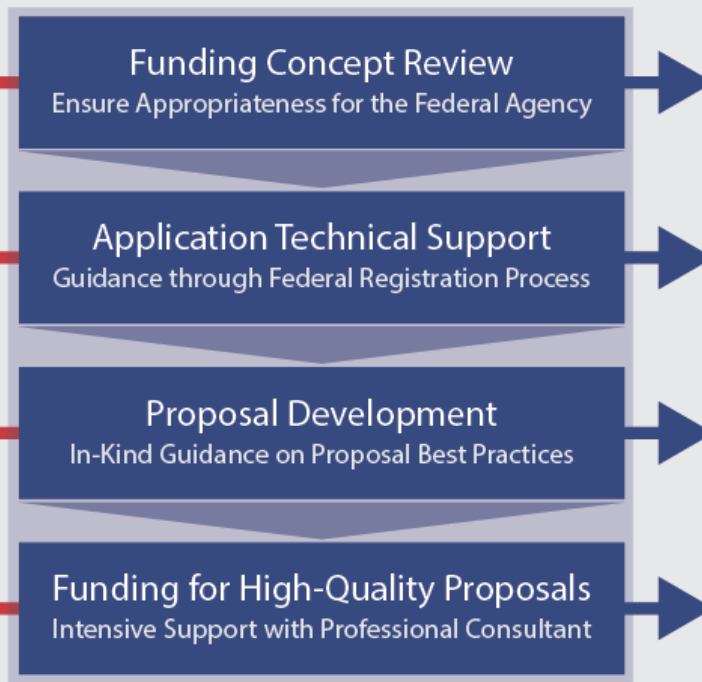
# BHI Federal Funding Assistance

- \$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

**BioHealth Technology**

- Therapeutics
- Devices
- Diagnostics
- Tools
- Bioinformatics
- Health IT



## Funding Agencies



**\$27.6M** Funding awarded | **42** wins of **82** SBIR and STTR submissions | **51%** success rate

# BHI Startup Package

## Incubation



## Intellectual Property



## Reimbursement



## Consulting



## Corporate Legal



## Scientific Data Management Services



## Clinical Services



## Preclinical Services



## Grant Writing



## Accounting



## Banking





ALEXANDRIA.

LaunchLabs.

## 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.



# RELEVANT HEALTH



- Business accelerator for health startups in 2015
- 5 month formal co-working program with 7 month continuation
- Connect founders with a strong mentor network
- Help founders grow into a company ready for pilot testing and
- Cohort of 7 companies and their founders recruited globally
- Up to \$50,000 in stipends per company
- Product focus
- Software developer pool
- Long term support/transition into Montgomery County Incubator Network
- Close proximity to NIH, FDA, HHS, Health companies, international trade representatives and BioHealth Innovation
- **Program Duration: October 2015 – March 2016**

AgeWell  
biometrics

Agewell are developing a data analytics tool which can use the accelerometers in modern devices (cell phones, wearables etc) to determine risk of falling among seniors.

CheeksUp

CheeksUp are developing a system to support speech children receiving speech and language support.

Ergonometri  
*We've got your worker's back*

Ergonometrix are developing a wearable device which can determine the risk of back injury.

GastroGirl™

Gastro Girl is a name of a popular blog focused on the community of patients living with GI conditions such as Crohn's, IBS etc. The founders are developing a technology platform focused on delivering health coaching and support to the GI community.

lazy

Lazy are developing a product to automate and streamline the collection and submission of key quality metrics by hospitals and other health providers.

Neopenda

The team at Neopenda are developing a monitor to measure neonatal vitals with engineered hats for use in the developing world.

werbie

The team at Werbie are developing a mobile and web application focused on the dietary needs of women managing high risk pregnancies.

# Dreamit

Health Baltimore

- Health IT accelerator
- Intensive 16 week program for companies and entrepreneurs.
- Participants receive access to a network of business, marketing and product development mentors.
- Retain promising high growth in Maryland

## Partners



## Portfolio

D1

Avhanahealthr



D2

Baton

Decisive Health





# 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\* | 94 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)



**49 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 Center, Montgomery College

## 22 Companies | 101 Jobs

### Therapeutics



### Diagnostics & Research Tools



### Health Tech



### Technology



# Strategic Approach to Innovation Centers

- Supporting the growth of early stage product companies/innovation centers developing health IT, cybersecurity, bioinformatics and other enabling technologies.
- Companies should be **technology-based, product driven, market relevant, and growth oriented**. (Lifestyle businesses, services companies, and franchises are excluded.)
- Companies receive access to support in both **hardware and software development**.
- Companies will be **aided by a variety of resources** including BHI “Entrepreneurs-in-Residence,” resource provider office hours, key opinion leader sessions, tactical workshops on technology development, and entrepreneurship support from BHI's various corporate, strategic and investment partners.

## Partners



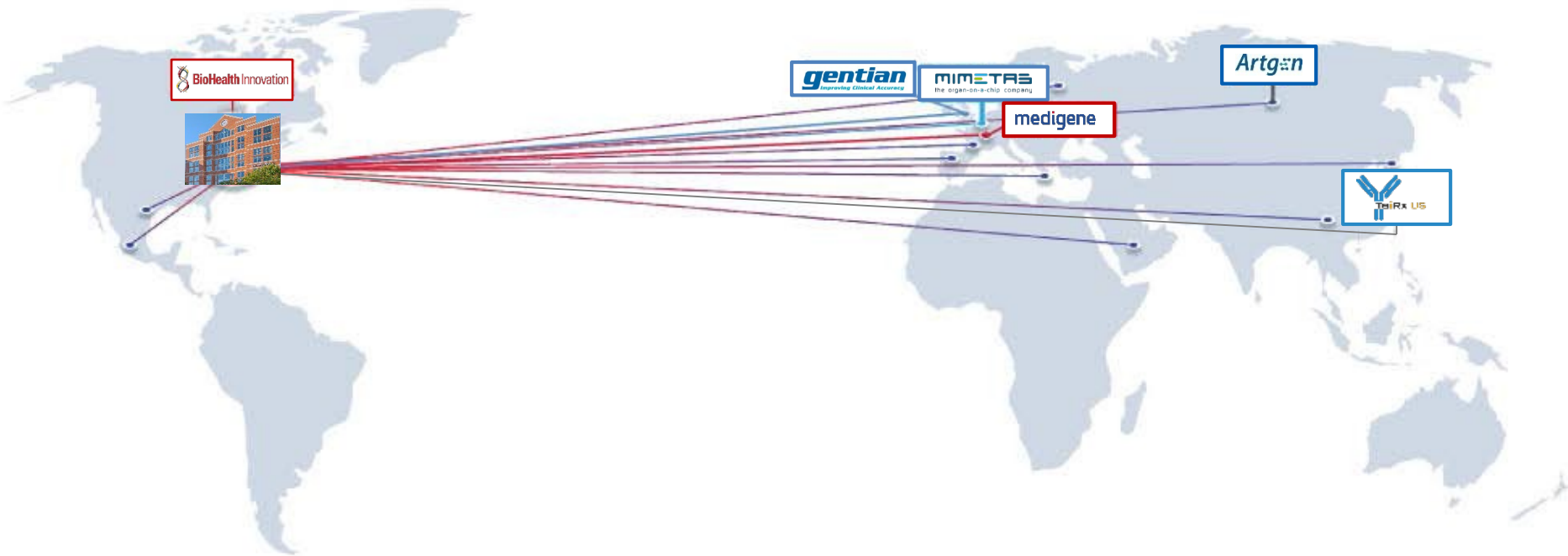


# BioHealth Early-stage Financing

(under development)

- Will provide direct seed and early-stage equity investments ranging from \$500,000 to \$2,000,000
- Focused on BioHealth companies that fall into the 4 categories: Therapeutics, Medical Devices, Diagnostics, and Health IT
- Goal: Achieve a \$10,000,000 to \$50,000,000 initial fund
- Expectation: 30% of companies generating 10x the original investment
- 2017 – Target first close

# BHI International Soft Landing



China	Latvia
Denmark	Netherlands
Estonia	North America
Germany	Russia
Greece	South America
India	South Korea
Israel	Spain
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.



BioHealth Innovation, Inc. (BHI) Founder, President & CEO, Rich Bendis, hosts BioTalk — conversations with some of the most accomplished and exciting business, academic, and government leaders in the biohealth industry. BioTalk enables you to learn from these leaders about issues which can help you grow your business. What are the current trends? Where are industry sectors headed? How do we increase access to capital in our region? Rich and his guests dive deep into these topics and much more.

Produced by Andy Eckert, with help from The Podcast Consultant, Mathew Passy.

**Dan Abdun-Nabi**

*Emergent BioSolutions, President & CEO*

**Jeff Gallagher**

*Virginia Bio, CEO*

**Monica Lopez, PhD**

*La Petite Noiseuse Productions*

**Magaret Anderson**

*Deloitte Consulting LLP, Managing Director*

**Jeff Galvin**

*American Gene Therapeutics, Founder & CEO QIAGEN, Senior Vice President Global Operations*

**Douglas Liu**

**Rip Ballou, MD**

*GSK Global Vaccines US, Vice President & Head*

**Angela Graham**

*Quality Biological, President & CEO*

**Matthew McMahon**

*NIH*

**Matt Brady**

*Scheer Partners, Vice President*

**Todd Haim**

*NIH*

**Matt Mulvey**

*BeneVir, Co-Founder & CEO*

**Jonathan Cohen**

*20/20 GeneSystems, Founder, President, & CEO*

**Bill Hearl**

*Immunomic Therapeutics, Founder & CEO Children's National Health System, President & CEO*

**Kurt Newman, MD**

**Brian Darmody**

*UMD Associate VP of Corporate Engagement*

**Tami Howie**

*Maryland Tech Council, CEO*

**Dr. Jay Perman, MD**

*University of Maryland Baltimore, President*

**George Davis**

*Maryland TEDCO, CEO*

**Jim Hughes**

*University of Maryland Baltimore*

**David Petr**

*MCEDC, CEO*

**Emily English**

*Gemstone Therapeutics, CEO*

**Jim Jackson**

*Emergent BioSolutions*

**Lily Qi**

*Montgomery County, Assistant Chief Administrative Officer*

**Brian Gaines**

*MdBio Foundation, CEO*

**Rachel King**

*GlycoMimetics, Co-Founder & CEO*

**Christy Wyskiel**

*JHU, Senior Advisor to the President*

# Entrepreneur Training Programs



## I-CORPS

DC I-corps is a custom commercialization program for biohealth related technologies and startup companies. The six-week program guides teams through a rigorous market assessment and validation process ultimately creating a viable business model. BHI has supported Node activity at the NIH, Johns Hopkins U, and University System of Maryland.



BHI participates in the office hour training of Entrepreneurial startups and faculty members in conjunction with the Maryland Technology Enterprise Institute at the Institute for Marine & Environmental Technology of the University of Maryland Baltimore County.

## NIH Centers for Accelerated Innovations

### Research Evaluation and Commercialization Hubs



National Institutes  
of Health

Designed to accelerate translation of scientific discovery into commercial products that improve health for patients in the areas of Heart, Lung, Blood, and Sleep technology, BHI EIRs strategically work with the commercial evaluation .

With these two programs, the NIH has created a nationwide network of six Centers and Hubs to develop best practices in translating academic innovations.

The NCAI Centers are at the Boston Biomedical Innovation Center, the Cleveland Clinic, and the UC-CAI in Los Angeles.

The REACH Hubs operate at the Lond Island Bioscience Hub, the University of Louisville, ExCITE HUB, and the University of Minnesota-REACH.

# **BHI: The Triple Bottom Line**

**Grows high-paying jobs and businesses**

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**Expands tax base; improves economic vitality**

A large, hollow, downward-pointing arrow with a thin black outline, centered between the second and third text boxes.

**...and benefits human health!**

# BHI Contact

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Rockville, MD 20850  
(301) 637-7950**

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

