BHI SBIR Workshop with 1:1 Partnering

March 17-19, 2021

SBIR·STTR
America's Seed Fund

NSF (National Science Foundation)
NIH NIA (National Institute on Aging)
NIH NIAID (National Institute of Allergy and Infectious Disease)
NIH NCI (National Cancer Institute)
NIH NHLBI (National Heart, Lung, & Blood Institute)
NIH NIDA (National Institute on Drug Abuse)
HHS - NIH (National Institutes of Health)
UMD MIPS (Maryland Industrial Partnerships)
USAMRDC (US Army Medical Research and Development Command)

Hosted through partnership with the organizations listed above

by

BioHealth Innovation, Inc. (BHI)

and the

Montgomery County Economic Development Corporation (MCEDC)

BioHealth Innovation

BIOHEALTH CAPITAL REGION
Advancing Science. Accelerating Innovation.

MONTGOMERY COUNTY
ECONOMIC DEVELOPMENT
CORPORATION MARYLAND

SBIR and OTHER NON-DILUTIVE FUNDING SOURCES WORKSHOP with 1:1 PARTNERING

AGENDA

MARCH 17

8:45 a.m. - Networking via Zoom Chat

9:00 a.m. - Welcome/Logistics—*Judy Costello,* Managing Director, **BioHealth Innovation, Inc.** (BHI)

9:00 a.m. – 4:00 p.m. - 1:1 Meetings with Program Officers*

9:05 a.m. - Overview: SBIR/STTR Funding Opportunities at the NIH – *Stephanie Fertig*, **HHS Small Business Program Lead, National Institutes of Health** (NIH)

Institute Insights re SBIR/STTR Funding Opportunities

9:20 a.m. - National Heart, Lung, and Blood Institute - *Stephanie Davis, PhD* - Small Business Program Coordinator, NHLBI

9:35 a.m. - National Institute on Aging - *Saroj Regmi, PhD* - Health Science Administrator Office of Small Business Research, NIA

9:50 a.m. - National Institute on Drug Abuse - *Elena Koustova, PhD, MBA*—Director, Office of Translational Initiatives and Program Innovations (OTIPI), NIDA, SBIR/STTR Coordinator, NIDA Office of Director

10:05 a.m. - National Cancer Institute - *Reema Railkar, PhD* - Program Manager, NIH **National Cancer Institute** SBIR Development Center

10:20 a.m. - National Institute of Allergy and Infectious Diseases - *Natalia Kruchinin, PhD* **-** SBIR/STTR Program Coordinator, RTSP, DEA

10:35 a.m. - Q&A with all NIH speaker

10:50 a.m. - Networking via Zoom Chat

11:00 a.m. - SBIR Funding Opportunities at the National Science Foundation -*Ben Schrag* - Program Director, NSF

11:30 am. - Military Medical SBIR/STTR Contract Opportunities - *JR Myers*, SBIR Project Manager, USAMRDC

12:00 p.m. - Writing Your Specific Aims Page - *Deepa Narayanan* - Program Director and Team Lead, NIH **National Cancer Institute** SBIR Development Center

12:30 p.m. - Writing Your Phase II Commercialization Plan - *Todd Haim, PhD* - Chief, Office of Small Business Research, NIA

1:00 p.m. – Networking via Zoom Chat

1:30 p.m. - Funding Projects thru MIPS at the University of Maryland - *Onur Unal,* Manager, Life Sciences Projects, Maryland Industrial Partnerships (MIPS), Maryland Technology Enterprise Institute (MTech)

2:00 p.m. - Tips for a Winning Application - *Rini Pek*, Senior Analyst, **BioHealth Innovation, Inc.** (BHI) and Ashwin Kulkarni, COO, **miRecule**

Until 4:00 p.m. - 1:1 Meetings with Program Officers Continue*

MARCH 18

1:1 Partnering Meetings with Program Officers Continue 9:00 a.m. - 4:00 p.m.*

9:30 a.m. - Networking via Zoom Chat

10:00 a.m. - Local Government Resources to Support Innovation—Resources to help you find space, build out your first lab, incentivize potential angel investors, support your R&D and job growth, and MORE!
Lynne Stein Benzion, Director, Economic Development, **Montgomery County Economic Dev. Corp.**
Sharon Disque, Economic Development Manager, **City of Gaithersburg**, MD
Carla Merritt, Senior Business Development Representative, **Maryland Department of Commerce**
Moderator: Judy Costello, Managing Director, **BioHealth Innovation, Inc.** (BHI)

11:00 a.m. - You Are Working on Non-Dilutive Funding, What's Next? —Next steps and additional resources to grow your company—informative conversation with Q&A. *Ethel Rubin* and *John Sullivan*, **Entrepreneurs-in-Residence, BioHealth Innovation**, Inc. and *Anthony Saleh*, CEO, **miRecule**

12:00 p.m. 1:1 Partnering Meetings with Program Officers Continue until 4:00 p.m.*

MARCH 19

9:00 a.m. - 4 p.m. - 1:1 Partnering Meetings with Program Officers Continue

SBIR and OTHER NON-DILUTIVE FUNDING SOURCES WORKSHOP with 1:1 PARTNERING

*MARCH 17-19 PARTNERING MEETING PARTICIPANTS

DoD (USAMRDC) - Colleen Gibney

DoD (USAMRDC) - Andrea Renner

NIDA - Victor Prikhodko

NCI - Christie Canaria

NCI - Jonathan Franca-Koh

NCI - Monique Pond

NHLBI - Stephanie Davis

NIH - Stephanie Fertig

NIA - Saroj Regmi

NIA - Armineh Ghazarian

NIAID - Natalia Kruchinin

NIAID - Mike Minnicozzi

NSF - Henry Ahn

NSF - Katie Bratlie

NSF - Alastair Monk

NSF - Erik Pierstorff

NSF - Ben Schrag

MCEDC - Lynne Stein Benzion

MIPS - Onur Unal

BHI and NHLBI - Luis Gutierrez, Jr.

BHI and NHLBI - Renee Arnold

BHI - Rini Pek

BHI - Ashwin Kulkarni

Different institutes are available to meet at different times during the March 17-19th period. If partnering slots have filled, the institutes will receive your contact information and interest in meeting with them that you shared during the event registration.

SBIR and OTHER NON-DILUTIVE FUNDING SOURCES WORKSHOP with 1:1 PARTNERING

SPEAKER AND PARTNERING PARTICIPANTS BIOS

Henry Ahn joined the National Science Foundation in July 2016 as an SBIR/STTR Program Director. Prior to joining NSF, Henry managed seed/early stage investment programs for TEDCO for 12 years including Technology Commercialization Fund, TEDCO's flagship seed funding program for technology-based companies in Maryland. During his time at TEDCO, Henry was actively involved with various entrepreneurs and entrepreneur support groups as a guest speaker, an advisory board member, a judge, a mentor, among others. Additionally, Henry was part of the licensing/supplier relations team at a biotechnology company called Upstate, where he successfully negotiated, licensed and commercialized approximately 190 biomedical research reagents from around the world. Henry has also done approximately five years of research, mostly in the field of immunology (including graduate work). Henry has an MBA from Rice University, an M.S. in biotechnology from the University of Tennessee, Knoxville and a B.S. in biomedical engineering from Boston University.

Renée JG Arnold is currently Entrepreneur-in-Residence with both BioHealth Innovation, Inc. and the NIH/NHLBI, with expertise in Health Economics and Outcomes Research. She is also President & CEO, Arnold Consultancy & Technology, LLC, where she oversees outcomes research and develops affiliated software for pharmaceutical and government programs. Her special interest in evidence-based health derives from her research that deals with use of technology to collect and/or model real-world data for use in rational decision-making by healthcare practitioners and policy makers. She is also Adjunct Professor, Master of Public Health program, Department of Environmental Medicine and Public Health at the Icahn School of Medicine at Mount Sinai, New York, New York, where she has developed and teaches the pharmacoeconomics coursework.

Lynne Stein Benzion, CEcD, is Director of Economic Development for the Montgomery County Economic Development Corporation (MCEDC) where she works to retain existing Montgomery County, Maryland businesses, attract new ones, and assist expanding companies. Benzion also is a biohealth specialist and subject matter expert for MCEDC. She serves on the County Executive's Economic Recovery Task Force Workgroups in response to the COVID-19 pandemic. Previously, Benzion was VP of Special Projects at the Palm Beach County Business Development Board From 2003 to 2013, Benzion was Acting Executive Director and Deputy Director at Rockville Economic Development, Inc. (REDI). Benzion volunteers on the Higher Education Committee for the International Economic Development Council, and as an IEDC economic recovery specialist for distressed and disaster-impacted communities. She is a member of the Maryland Economic Development Association, an economic reviewer for the Maryland Industrial Partnerships Program, a mentor for the Venture Mentoring Service and is a 2012 graduate of Leadership Montgomery. Before her economic development career, Benzion's experience included running a home-based business and teaching school. Her bachelor's degree is in English with a minor in environmental science from the University of Virginia. She has been a classical singer for most of her life and currently performs with the Washington and South Florida Master Chorales.

Kaitlin "Katie" Bratlie joined NSF in 2020 and serves as a Program Director for the SBIR/STTR and the Partnerships for Innovation (PFI) programs. Since 2011, Katie has been an Assistant Professor in the Department of Materials Science & Engineering and the Department of Chemical & Biological Engineering at Iowa State University. Her current research thrusts include the development of biomaterials for medical applications and evaluation of these materials in in-vitro and in vivo contexts for drug delivery and regenerative medicine. She received the NSF BRIGE Award in 2012, the ISU Honors Mentor Award in 2014, was nominated "Outstanding Faculty Member" by the Interfraternity Council in 2015, and won both the Akinc Excellence in Research and Teaching Awards in 2015. Katie earned her B.S. from the University of Minnesota and her PhD from the University of California, Berkeley under the supervision of Prof. Gabor Somorjai. She was a post-doctoral research fellow at MIT as an NIH fellow in Professor Bob Langer's lab.

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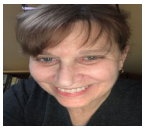
SPEAKER AND PARTNERING PARTICIPANTS BIOS

Christie Canaria, PhD is a Program Director in the Small Business Innovation Research (SBIR) Development Center at the National Cancer Institute (NCI). She provides programmatic support to small businesses applying to the SBIR and STTR programs and has areas of expertise in biological imaging, biosensors, and nanotechnology. Dr. Canaria is a central figure in planning special center initiatives, conducting outreach activities, and coordinating communications. She provides program oversight for Innovation Corps (I-Corps™) at NIH, a program designed to support training to help project teams at NIH-funded small businesses overcome key obstacles along the path of innovation and commercialization. Dr. Canaria was awarded the AAAS Science & Technology Policy Fellowship and began science policy work in Washington, DC in 2013. Previously, she managed an optical microscopy facility at DOE Lawrence Berkeley National Laboratory as an imaging expert and neurobiologist; she was also a coordinator and imaging expert at the Caltech Biological Imaging Center where she developed multi-dimensional and time-lapse confocal imaging techniques. Dr. Canaria also worked in start-up biotech through the start-up and IPO stages. Dr. Canaria earned her Ph.D. in Chemistry from the California Institute of Technology and a B.S. in Chemistry from the University of California, San Diego.

Judy Costello is Managing Director of Economic Development for BioHealth Innovation, Inc. (BHI). Prior to joining BHI, she served as Director of the Maryland Department of Commerce's Office of BioHealth and Life Sciences and as Deputy Director of the department's BioMaryland Center. In these positions, she has worked to grow the biohealth cluster by supporting industry recruitment and retention, commercialization, workforce, non-dilutive and dilutive fundraising, international soft landing, partnership and promotion activities. She previously worked for the Business Alliance organizing venture pitch forums, entrepreneur bootcamps, tech transfer showcases, educational seminars, and other programs connecting entrepreneurs, faculty innovators, students, and industry leaders in Maryland, DC and Virginia with each other and with those providing funding and other resources to young companies. Prior to joining the Business Alliance, Costello held positions in economic development, financial services marketing, and university public relations. She is a graduate of Georgetown University, and holds a MBA from Loyola University in Maryland.

Stephanie Davis, PhD currently works as a Program Officer who coordinates the Small Business Program in the National Heart Lung and Blood Institute Innovation Office. She received her B.S. in Biochemistry and Molecular Biology in 2012 from Florida Southern College. She received her M.S. in Medical Sciences (2015) and her Ph.D. in Molecular Pharmacology (2016) from the University of South Florida. Stephanie was a postdoctoral scholar at the University of Kentucky in the Department of Neurology. During her postdoctoral appointment, she interned part-time with the UK Office of Technology Commercialization from January to July 2019. Stephanie was selected for the 2019-2020 Executive Branch AAAS Science and Technology Policy Fellows Program, where she served as a Program Manager in the National Institute on Aging Office of Small Business Research.



Sharon Disque, CEcD, is the economic Development Manager for the City of Gaithersburg, Maryland. She has more than 30 years of experience in economic development, including business park development, real estate sales and leasing, corporate site selection, community strategic planning, marketing and market analysis, and downtown redevelopment. Before joining the City of Gaithersburg, Sharon ran a community development corporation, provided real estate consulting services for clients in Maryland and West Virginia, and was Regional Director of Industrial Development for CSX Transportation. She began her career with the Hagerstown-Washington County Economic Development Commission. Sharon earned a Master's in Real Estate from Johns Hopkins University and a Bachelor's in Economics from the University of Virginia. She is a Certified Economic Developer (CEcD).

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SPEAKER AND PARTNERING PARTICIPANTS BIOS

Stephanie J. Fertig is the new HHS Small Business Program Lead in SEED (Small business Education and Entrepreneurial Development) at the National Institutes of Health (NIH). She currently oversees the Health and Human Services (HHS) Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs, which includes the NIH SBIR and STTR programs. NIH's SBIR and STTR programs invest over 1 billion dollars into health and life science companies that are creating innovative technologies that align with NIH's mission to improve health and save lives. A key objective is to translate promising technologies to the private sector and enable life-saving innovations to reach consumer markets. Prior to joining SEED, she managed the SBIR and STTR Programs at the National Institute of Neurological Disorders and Stroke (NINDS). During her over 15 years at NIH she has led the development and implementation of multiple programs focused on small businesses and translational research, including programs part of the Brain Research through Advancing Innovative Neurotechnologies (BRAIN) and Helping to End Addiction Long-term (HEAL) Initiatives. Ms. Fertig has a Bachelor of Science degree in Chemistry with a major in Physics from the University of Virginia and a Master of Business Administration from the University of Maryland's Robert H. Smith School of Business.

Jonathan Franca-Koh, PhD is a Program Director at the National Cancer Institute's Small Business Innovation Research (SBIR) Development Center. Jonathan manages SBIR & STTR grants and contracts with a focus on cancer therapeutics and novel tools for research and drug discovery. He provides oversight throughout the award period and mentors applicants and awardees in developing their technology goals and commercialization strategy. Additionally, he plays an active role in several center initiatives, including recent investor forums, workshops, targeted funding opportunities, and represents the NCI on the trans-NIH REACH program. Prior to joining the SBIR Development Center, Jonathan was a Program Director at the NCI Division of Cancer Biology and Center for Strategic Scientific Initiatives, overseeing the Physical Sciences-Oncology Centers (PS-OC) program, a network of interdisciplinary centers that brought together physical scientists and cancer biologists. Jonathan received his PhD in Cell and Molecular Biology from the University of London's Institute of Cancer Research in 2003, and completed post-doctoral research at Johns Hopkins University and the J. Craig Venter Institute. In 2014 he completed his MBA from Johns Hopkins University, focusing on finance and health care innovation.

Armineh Ghazarian is the Sr. Program Analyst at the Office of Small Business Research (OSBR) National Institute on Aging (NIA). NIA SBIR provides guidance, funding, as well as networking assistance for small businesses to accelerate Alzheimer's and aging research. Since joining NIA in 2018, Armineh has served as OSBR's portfolio manager, networking with key stakeholders and providing guidance to potential applicants. She has focused her efforts on new outreach initiatives, creating and leading the SBIR Research Contracts initiative at NIA. Prior to joining NIA, Armineh worked at Georgetown University writing grant applications for various grant mechanisms for both Federal and Non-federal funding focused on basic science research while managing a grant portfolio of about $100M. Armineh graduated from the University of Maryland with a degree in Nutritional Biochemistry and a Masters in Biotechnology as well as a Masters in Finance from Georgetown University.

Colleen Gibney is the SBIR Deputy Project Manager at the U.S. Army Medical Research and Development Command (USAMRDC), serving both Army and Defense Health Agency SBIR and STTR Programs for over three years. Prior to her Army Civilian role, Colleen provided SBIR and STTR technology transition and commercialization assistance to small business performers as a Technical Assistance Advocate support contractor at USAMRDC. She previously served as the SBIR Program Director for ITAC, the NIST Manufacturing Extension Partnership co-funded center for New York City, under NYMEP's SBA-awarded FAST Program, and as the Project Manager for an NSF Partnerships for Innovation-funded program at the City University of New York's Institute for Software Design and Development. Colleen has been working with SBIR/STTR, America's Seed Fund, from multiple vantage points, since 2004.

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SPEAKER AND PARTNERING PARTICIPANTS BIOS

Luis T. Gutierrez, Jr. is a business leader with over 25 years of experience in managing companies providing consulting, clinical research, informatics/digital, and commercialization services to the biopharmaceutical and life sciences industries. His expertise is in helping novel medical technologies with scientific and clinical promise make the transition to becoming successful commercial enterprises. He presently serves as Entrepreneur-in-Residence at the National Institutes of Health as well as at BioHealth Innovation, Maryland's collaboration cooperative for start-up companies in the life sciences. Previously, he served as President, CEO, and Board Member of Theranostics Health (now TheraLink Technologies) a start-up molecular diagnostics company that provides proteomic testing services to oncologists, academic institutions, and the biopharmaceutical industry. Prior to that, he served as EVP and CCO of Aptiv Solutions, which was an innovator in designing and executing adaptive clinical trials and other clinical studies for developers of biopharmaceutical, medical device, and diagnostic products. He ultimately positioned that company for a successful sale to industry leader ICON, PLC. The bulk of his career was spent rising through the ranks at Covance Inc., ultimately serving as President of Covance's Commercialization Services group, where he was responsible for over 800 employees and $100M in revenue. The group he led helped biopharmaceutical and medical technology companies quantify the clinical and economic value of their products. They also designed and managed a variety of innovative programs to address risk management and patient access issues in a real-world clinical practice setting. Mr. Gutierrez earned a MBA from the Stanford Graduate School of Business and a Bachelor of Arts Degree from Harvard College.

Todd Haim, PhD was appointed Chief of the Office of Small Business Research at National Institute on Aging (NIA) at the end of FY2018. His previous position was Program Director at the National Cancer Institute's SBIR Development Center, where he evaluated and managed SBIR & STTR grants and contracts focused on the development of novel cancer therapeutics, preventative agents, and drug discovery technologies. At NCI, Todd played a key role in the planning, design, and leadership of several center initiatives, including serving as coordinator of the NCI Investor Forum, helping to implement relevant workshops, draft targeted solicitations, and facilitate external partnerships. Prior to starting in the SBIR Development Center, he was a Research Associate and Christine Mirzayan Science and Technology Policy Fellow at the National Academy of Sciences. Dr. Haim staffed the Committee on Science, Engineering and Public Policy (COSEPUP) and his efforts centered on follow-up activities to the 2005 "Rising Above the Gathering Storm" report related to various innovation initiatives and evaluation programs. Previously, he completed a postdoctoral fellowship at Pfizer in which he actively led Pfizer's research efforts in a collaboration with Washington University School of Medicine in St. Louis that illustrated a mechanism for altered cardiac contractility due to excess fatty acids. Dr. Haim graduated from Albert Einstein College of Medicine in January 2007 with a PhD in biomedical research and obtained a certificate in technology commercialization from John Hopkins' Carey Business School in 2011. He has received several prestigious awards and honors including the 2014 NCI Leadership Development Award, a 2014 and 2017 NIH Director's Award and the NJ Governor's Award for Volunteerism in the Field of Health.

Elena Koustova is currently the Director of the Office of Translational Initiatives and Program Innovations (OTIPI) at the National Institute on Drug Abuse (NIDA). OTIPI specifically aims at transforming research discoveries in addictions into the tangible biomedical products and offerings. OTIPI coordinates and evaluates NIDA's Small Business Innovation Research (SBIR/STTR) Program; establishes the Strategic Alliances and Partnerships in areas of product development, entrepreneurship, translational research, innovation and technology transfer; administers NIDA's Challenge Program through the prize authority; and conducts data analysis to inform novel program planning and its iterative improvements. NIDA OTIPI specifically evaluates and supports the development of diagnostic and therapeutic medical devices, including diagnostic tests and digital health technologies (mobile medical applications) to help combat drug crises and achieve the goal of preventing and treating substance use disorders.

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Ashwin Kulkarni is COO of miRecule, a pre-clinical biotechnology company developing oligonucleotide drug solutions for various diseases. Since company conception in 2017, he has played a central role in strategic planning and fundraising of over $6 M in dilutive and non-dilutive funding for the company. He has significant experience in operational strategy, market analysis, fundraising, business accounting, grant writing, pitch development, customer discovery, collaboration building, and commercialization strategy. Through his role at BioHealth Innovation, Inc. (BHI), Ashwin has advised over 300 early stage/startup companies in funding and commercialization strategies during four years through BHI's economic development program. He has performed in various roles involved in overseeing and executing day to day operational activities for more than 10 BHI portfolio companies. Through a partnership with BHI, he was core team member of portfolio company MockV Solutions, and played a key role in negotiation and closing of its acquisition by Cygnus Technologies. He has been involved in the conception, development and execution of multiple SBIR grants/contracts from NCATS, NCI, and NIAID while supporting BHI's portfolio companies.

Dr. Kruchinin is a Small Business Program Coordinator at National Institute of Allergy and Infectious Diseases (NIAID) NIH. In her current position, Dr. Kruchinin serves as the Program Director of the NIAID Small Business Center and a senior program leader and advisor to the director of Office of Research Training and Special Programs (ORTSP) and to the Director of the Division of Extramural Activities (DEA) and provide leadership, coordination, and oversight of a broad range of scientific and managerial activities and processes within the NIAID. Prior to NIAID Dr. Kruchinin served as a Program Director with the SBIR Development Center at the National Cancer Institute, NIH. There, she assisted hundreds of small businesses in the Cancer Diagnostics & Therapeutics field in securing government funding for innovative research and development projects with high commercial potential. Dr. Kruchinin has formal training and work experience in several cross-cutting science areas. Her research experience covers university, biotechnology industry, and government settings. Before joining NIAID and NCI, she held positions as a manager of the Molecular Diagnostics Application lab at QIAGEN Inc., senior scientist at Motorola Life Sciences and research scientist at Oak Ridge National Laboratory, TN.

Ms. Carla Merritt, Senior Business Development Representative, for Maryland Commerce is primarily responsible for attracting businesses, assisting with retention, relocation, and expansion needs and opportunities within Montgomery County, Maryland. Actively marketing and promoting the region's unique assets providing economic development assistance to businesses, counties, or economic development organizations. Maryland Commerce provides financial, regulatory and technical assistance to businesses in cooperation with the county government providing consultative services to businesses as to availability of financing, and providing site location assistance to new and expanding businesses. Ms. Merritt's duties also include assisting in the development of regional strategic economic development plans; and working closely with and maintaining relationships with high level public and private sector officials, county economic development officials, local elected officials, economic development directors, State and Federal agencies, businesses and lending institutions.

Mr. J.R. Myers is the Small Business Innovation Research (SBIR) Project Manager at the U.S. Army Medical Research and Development Command (USAMRDC). He is responsible for managing the Army and Defense Health Agency (DHA) SBIR and Small Business Technology Transfer (STTR) Programs for USAMRDC and DHA. With an annual budget of ~$80M, Mr. Myers advises USAMRDC and DHA leadership on SBIR/STTR related policies, practices, directives, and activities. He and his staff are responsible for managing topic generation, proposal submissions, evaluations, debriefings, and tracking contract awards. Prior to his work at USAMRDC, Mr. Myers worked at the U.S. Army SBIR Program Management Office as a Program Analyst responsible for the Chemical and Biological Defense SBIR Program. Mr. Myers earned a BS Degree in Health Resource Management from George Mason University. He is Level III Certified in Program Management from the Defense Acquisition University, and is a member of the Army Acquisition Corps.

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SPEAKER AND PARTNERING PARTICIPANTS BIOS

Dr. Mike Minnicozzi is a senior Program Officer for the National Institute of Allergy and Infectious Diseases (NIAID), NIH. In his current position, Mike works in the Division of Allergy, Immunology and Transplantation (DAIT) where he administers and oversees a research portfolio of grants, cooperative awards and contracts on topics such as; Allergy, Asthma, Atopic Dermatitis and Sepsis. In addition to his oversight of the typical award mechanisms associated with the NIH e.g., RO1s, Mike represents the DAIT as the primary contact point for all the division's interests Small Business applicants, including clinical trial proposals. Prior to working for the NIAID, Mike worked at the Schering Plough Research Institute as a Senior Principal Scientist, where his projects included; small animal model development for allergic and non-allergic airway inflammatory diseases, the use of these animal models for the identification of novel inhibitory compounds of disease progression (e.g., anti-IL5, PDE4, anti-VCAM, inhaled steroids), in vitro antibiotic drug screening, novel immune-assay development, in vitro analysis of lipid metabolism, development of biomarkers for use in monitoring disease progression, in-licensing candidate evaluations and as a project manager for drug development.

Alastair Monk, PhD joined the National Science Foundation as an SBIR/STTR program director in November 2019. Prior to NSF, Alastair was an active member of the startup ecosystem in Virginia as a mentor, judge, and entrepreneur. He has been directly involved in medical startups for the last 10 years. Most recently, Alastair was the Vice President of Medical Products at Cupron, Inc. where he led the development, protection, and commercialization of a platform copper antimicrobial technology. He also founded and ran Chrysalides Consultants, a consultancy firm mentoring and providing strategic support to medical startups. Prior to Cupron and Chrysalides Consultants, Alastair was Head Scientist at Biocontrol Ltd (now Armata Pharmaceuticals) developing and commercializing bacteriophage therapy for clinical applications. Alastair had an active academic life as a microbiology postdoc at Virginia Commonwealth University in Internal Medicine, and has authored a number of published papers, conference abstracts, and oral presentations. Alastair has a Ph.D. in microbiology from the University of Bath UK, and a BSc in microbiology from the University of Birmingham, UK.

Deepa Narayanan is a Program Director in the Small Business Innovation Research (SBIR) Development Center at the National Cancer Institute (NCI). At NCI she manages a portfolio of SBIR & STTR contracts and grants related to medical devices, imaging technologies and radiation therapy. Additionally, Deepa plays a key role in planning and leadership of several SBIR Development Center initiatives such as Investor Initiatives, Federal Resources Workshop, outreach activities and targeted solicitations. Previously she was the Director of Clinical Data Management at Naviscan, Inc where she managed all aspects of clinical trials including FDA-regulated multi-center clinical trials for 510(K) clearance as well as phase IV post marketing studies. Prior to Naviscan, Deepa was a Scientific Associate with the Molecular Imaging laboratory at Fox Chase Cancer Center where she conducted clinical trials to evaluate Positron Emission Mammography dedicated breast scanners and studied the effects of respiratory motion and respiratory gating in PET/CT acquisitions. She is also a Certified Clinical Data Manager. Deepa has a Masters Degree in Biomedical Engineering from the University of Virginia and a Bachelors degree in Biomedical Engineering from University of Mumbai.

Rini Pek, PhD is an analyst with BioHealth Innovation, Inc. (BH() where she supports clients through non-dilutive funding applications, commercialization strategies, market analysis, pitchdeck development, and business development related activities. Prior to joining BHI, Rini served as Senior Scientist at a local biotech startup where she assisted with non-dilutive funding application and scientific research. Rini holds a PhD in Biological Sciences from the University of Maryland, College Park.

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Erik Pierstorff PhD joined the NSF as Program Director in November 2019. Prior to NSF, he was Chief of Operations and led Research and Development at O-Ray Pharma, where he focused on integrating biology and biomedical engineering for the goal of drug development and sustained drug delivery for the treatment of hearing loss and other ear disorders. During his time working at early stage companies, he helped secure both Angel investment and non-dilutive funding in the form of licensing and co-development deals. Additionally, he served as Principal Investigator on several Phase I, II and IIB SBIR grants from the National Institutes of Health and NSF. His research interests have focused on the intersection of the biotic and abiotic, spanning molecular and cell biology, materials science, gene therapy, nanomaterials and drug delivery. Erik has a Ph.D. in Molecular and Cell Biology from the University of California, Berkeley, and a B.S. in Biology from Emory University.

Victor Prikhodko is a Business Advisor to the Office of Translational Initiatives and Program Innovations (OTIPI) which supports the National Institute on Drug Abuse (NIDA) and administers a $50M/Y Small Business Fund (SBIR/ STTR Programs). Through the fund, NIDA has invested in small businesses developing substance abuse products and services ranging from therapeutics, research tools, diagnostics, medical devices, and health IT to education. Victor previously held positions at ABL, RHT Consulting and Aeras Global. At ABL, a leading contract research and manufacturing organization, Victor oversaw a $100M preclinical development support contract with the National Institute of Allergies and Infectious Disease (NIAID) which focused on evaluating and moving the most promising biologics through product development and into Phase I clinical trials. At Aeras, Victor managed the company's R&D Adenovirus portfolio. This included developing internal lead vaccine candidates and co-developing next generation vaccines with industry partners including Okairos (Acquired by GSK), Crucell (Acquired by J&J) and Oxford University. His role also included creating and implementing a business development and branding strategy for the company's Contract Manufacturing Operations while contributing and participating in various committees and project groups which determine which vaccine candidates move from pre-clinical development to human clinical studies. Victor graduated from the University of Maryland with a degree in Microbiology and an MBA in Interdisciplinary Studies from Johns Hopkins Carey Business School.

Monique Pond, PhD is a current AAAS Science & Technology Policy Fellow working in the National Cancer Institute's Small Business Innovation Research (NCI SBIR) Development Center. NCI SBIR provides funding, mentoring, and networking assistance for small businesses developing high-impact technologies to reduce the burden of cancer. Since starting at NCI in 2018, Dr. Pond has focused on exploring new programs to assist small businesses in navigating the regulatory pathways for their technologies. Prior to joining NCI, Dr. Pond worked as a regulatory consultant at a small start-up where she assisted clients, including small biotechs and large pharma, with their FDA submission packages and regulatory strategies. She holds a BS in chemistry from the University of Texas at Austin and a PhD in chemistry from the Pennsylvania State University. She completed her postdoctoral training through a National Research Council Fellowship at the National Institute of Standards and Technology where her research focused on the development of bioanalytical tools.

Reema Railkar, PhD currently works as program manager at the National Cancer Institute's Small Business Innovation Research (NCI SBIR) Development Center. A cancer biologist with over 15 years of experience in biochemical, biophysical, and bioanalytical platform solutions. Dr. Railkar has extensive experience in preclinical studies/application of antibodies and small molecules for anti-cancer therapies. She has worked at NCI since 2013 when she was a Visiting Postdoctoral Fellow and then a Research Fellow, and has worked at NCI SBIR since 2019. After earning her doctorate from the Indian Institute of Science, Dr. Railkar worked there as a Senior Research Fellow before moving to work for the Fox Chase Cancer Center as Postdoctoral Fellow between 2012 and 2013.

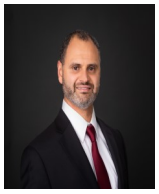
SBIR and OTHER NON-DILUTIVE FUNDING SOURCES WORKSHOP with 1:1 PARTNERING

SPEAKER AND PARTNERING PARTICIPANTS BIOS

Saroj Regmi, PhD is a Health Scientist Administrator at the Office of Small Business Research (OSBR) National Institute on Aging (NIA). NIA SBIR provides guidance, funding as well as networking assistance for small businesses to accelerate Alzheimer's and aging research. Since starting at NIA in 2020, Dr. Regmi has focused on investor outreach and exploring programs to train the next generation of scientist entrepreneurs. He has worked at the National Institutes of Health since 2015, and earned his doctorate from the Geisel School of Medicine at Dartmouth.

Andrea Renner has been supporting the mission of U.S. Army Medical Research and Development Command (USAMRDC) for eight years. She started her career in the Malaria Vaccine Development program at Naval Medical Research Center and then transitioned to provide project management support to Congressionally Directed Medical Research Programs. Andrea is currently the DHA SBIR/STTR Technical Assistance Advocate (TAA), at the USAMRDC Small Business Innovation Research Office, providing technology transition and commercialization support to small businesses that receive contract awards through the Army and Defense Health Agency SBIR and STTR programs.

Ethel Rubin, PhD leads a ventures team that helps prepare and connect life sciences companies with capital, ensuring strategies that hit valuation inflection points, achieve strategic goals and prepare for product launch. She was instrumental in establishing early stage investment and progressing product development for NIH's Centers for Accelerated Innovation which resulted in over 30 spinouts that have gone on to raise or exit for $500M to date. Ethel previously held leadership roles in global clinical strategy and medical affairs at Medtronic, plc, where she pioneered an external innovations program, was Chief Scientific Officer of BioFortis, Inc. (acquired by Quintiles-Quest JV) and CSA Medical, Inc., and is President of life sciences business development advisory firm Innovative BioStrategies, LLC, and a venture partner at various funds. She has over 25 products in the marketplace garnering 9 figure sales revenue, was instrumental in multiple M&As, partnerships & collaborations, and advises hundreds of CEOs in preparation for seed to series B financing each year. Ethel has media presence, judges pitch competitions, is a mentor to NYU Stern School of Business' Endless Frontier Labs and an early contributor to Women In Bio. She is a Director of a commercial stage medtech company, an advisor to numerous biotech companies and has served on the Boards of tech incubators. A breast cancer researcher by training, Ethel was an oncology research fellow at Johns Hopkins University School of Medicine, earned a PhD in Biochemistry and Biophysics from the University of Rochester School of Medicine & Dentistry and a certificate in corporate governance for Board of Directors service from The George Washington University School of Business.



Anthony D. Saleh, Ph.D is a biotech entrepreneur and having served in a variety of roles in startup companies. He is currently the CEO of miRecule, Inc., but also helped found MIMETAS US, and Birich Technologies. As an "Entrepreneur in Residence" at BioHealth Innovation, he has consulted for over a dozen biotech companies. In this role, he led technology diligence, market analysis and business and product development efforts. He also participated in funding raises for two companies, and performed scouting efforts for Roche and MedImmune, leading to several academic collaborations. As the President of MIMETAS US (a startup affiliate of the Dutch company Mimetas BV), he raised over $4.5 M in non-dilutive funding and over $1 M in commercial partnerships to develop organ-on-a-chip based drug discovery models. Dr. Saleh has more than 15 years of experience in microRNA research, nucleic acid chemistry and the design of therapeutic oligonucleotides at Johns Hopkins University, The National Institutes of Health, and in the private sector. Dr. Saleh has raised about $5 M in dilutive and no-dilutive funding directed to gain IND approval for miRecule's lead therapeutic MC-30.

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Ben Schrag is the Senior Program Director for the SBIR/STTR programs. He joined the NSF as a Program Director in 2009, leading the Advanced Materials and Instrumentation. Prior to NSF, he was the Director of Research and Development at Micro Magnetics, where he led a development effort to commercialize a new family of high-performance magnetic microsensor products for demanding consumer and military applications. During this time, he also served as a visiting scientist at Brown University and as the Principal Investigator on a number of federal grants and contracts, including NSF Phase I and Phase II Small Business Innovation Research projects and an Advanced Technology Program award from NIST. Ben received his Ph.D. in Physics from Brown University.

John Sullivan has been a leader in healthcare technology innovation throughout his career, with extensive experience in operating, investing in, developing and acquiring market-leading businesses. He currently serves as an Entrepreneur In Residence at the National Institutes of Health – promoting innovation and commercialization of technologies within NIH-funded life science ventures. Prior to the NIH, John worked with healthcare leaders such as Cardinal Health (VP, Strategy and Business Development) and Boston Scientific. He was a Partner with Foundation Medical Partners, a national healthcare venture capital firm with financial backing from the Cleveland Clinic. He also helped to start Molecular Staging Inc., a biotechnology tools company spun out of Yale University School of Medicine. Working with Yale University founders, he helped grow the company to over 100 employees, develop its product and service lines, and ultimately sell the company to Qiagen, a global life sciences company. He has served on the boards of directors of Semprus Biosciences (acquired, Teleflex), Coapt Systems (acquired, MicroAire), KEW Group, and Direct Flow Medical and held board observer roles at BridgePoint Medical (acquired, Boston Scientific) and Explorys (acquired, IBM). John earned a B.S. in Industrial Engineering degree with distinction from Stanford University and an M.B.A. from the Stanford University Graduate School of Business.

Onur Unal manages the life sciences projects for the Maryland Industrial Partnerships (MIPS) program at the University of Maryland, College Park. Also an entrepreneur himself, with ventures in biofuels and software, Onur holds an M.S. in Pharmacology and a M.B.A. from Penn State University.

Special Appreciation to the Speakers and Program Officers participating in this program and to our cohosts, MCEDC.

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