Catalyzing Innovation and Growth through Partnering

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FROM RESEARCH TO REALITY
Governor O’Malley committed to $1.3 Billion Investment/10 Years

BioMaryland 2020
Triple Helix:
Industry – Academia - Government
CONNECTED GLOBALLY and REGIONALLY

UNSURPASSED BUSINESS ACCESS:

- Air: BWI, Washington-Dulles & Reagan International
- Rail: AmTrak corridor
- Road: Multi interstate
- Baltimore’s deepwater port

Just two hour access to 80% of the U.S. pharmaceutical industry and more than 2,000 biotechnology companies

Same day or overnight access to 1/3 of U.S. industry, markets, and population
Maryland Center for Excellence in Regulatory Science and Innovation

FDA Partnerships

Joint Institute for Food Safety and Applied Nutrition
Maryland’s Unique Assets

- National Institutes of Health (NIH)
- Food and Drug Administration (FDA)
- Center for Medicare and Medicaid Services (CMS)
- Center for Excellence in Regulatory Science (CERSI)
- Food Safety and Inspection Service (FSIS)
- Federal Labs: Biodefense and Human Health
- Johns Hopkins University
- University of Maryland System
Life Sciences Industry

Genomics

Proteomics

Therapeutics

BioManufacturing

Agriculture/Food

BioDefence

BioDiagnostic

Environment
500 BioCompanies
- Focus: 50% Drug Development
- 25% Medical Devices/Diagnostics
- 25% CROs/Research Tools

34,000 Employees
- Average Salary: $91,100

$10 Billion in Revenues
$1.1 B Acquisition
• Increase Access to Capital
• Connect Entrepreneurs with Resources
• Grow jobs in the BIO industry
• Assist Translation Of Research to Products
• Other
  • Provide Business Plan Feedback
  • Identify Partners, Collaborators and Clients
  • Match Training and Workforce
Universities
Basic Research
Translational Research

Companies
Product Development

MD STEM Cell Research Fund
MD Innovation Initiative (MII)
Phase I
Phase II
Phase III
Technology Validation Program
Tech. Commercialization Fund
Patent Assistance Program
Angel Affinity Funds
Maryland Industrial Partnerships (MIPS)
Translational Research Award
Biotechnology Commercialization Award
Biotechnology Tax Credit
Cybersecurity Tax Credit
Research and Development Tax Credit
MD Venture Fund

KEY:
TEDCO
USM
MBC
DBED

Universities
Companies
Cumulative Investment

- BioMaryland Award Programs: $7M
- Maryland Innovation Initiative: 10.8M
- Biotechnology Tax Credits: $48M
- InvestMaryland: $84M/3yrs
- Stem Cell Funding: ~$100M
- R&D Tax Credit: >$30M
BioMaryland Center’s Biotechnology Development Awards Program

- Applicants have tripled from since inception
- Two main Categories: Translational Research and Commercialization Awards
- >$7.0M Awarded to >30 Companies and 3 University projects
Maryland Innovation Initiative (MII)

- **Purpose:** Commercialization of University Research/IP
- **Participating:** Hopkins, University of Maryland (UMBC, UMB, UMCP), Morgan State
- **2012:** $5.8M First Year Funding
- **2013:** $5M Follow-on Funding
- **Companies who have licensed University Research eligible**
- **Administered by TEDCO**
BioMaryland LIFE Prize

- Collaborative Prize with Johns Hopkins and University of Maryland
- Annual Alliance Meeting
- 100+ Angels, VCs, Pharma, Entrepreneurs
- Two $50,000 Competitive Awards

-Abell Foundation added $100,000 to pool
DBED’s Biotechnology Investor Tax Credit

- Model Program for Nation for Angel Investors
- 2013: Increase from $8M to $10M
- $48M in credits deployed to >60 companies
  - >$90 leveraged in investment
- Goal: $24M by 2020
DBED’s *Invest* Maryland VC Program

- 2011- InvestMaryland Legislation passed
- 2012 - $84 M Raised in Tax Credit Auction
  - $28M+ Maryland Venture Fund
  - $56M Private Venture Capital
- First Bioinvestments:
  - Brainscope
  - AdLyfe
  - PathSensors
  - Theranostics
  - Plasmonix
InvestMaryland Challenge

- Statewide Business Plan Competition
- $425K in Prizes
- Over 200 Applications received
  - Life Science – Maryland Only (55 Companies)
  - Cyber/IT – Maryland Only
  - General – Outside Maryland
Other Sources of Capital

- Leveraged Financing from the Private Sector
- Direct financing (Loans, Contract Financing)
- Loan Guarantees & Credit Enhancement
- Tax Exempt and Taxable-Revenue Bonds
- Tax Credits (Job Creation, Enterprise Zone)
- Export Assistance
- Other State Resources: TEDCO, MIPs (University)
- Federal Sources: SBIR/STTR
FREE Access to Market Research Resources

BioMed Tracker • Frost & Sullivan • Deloitte Recap • MedTrack
Maryland- Brazil Mission
December 1-6, 2013
Guanabara and Chesapeake Bays
Cerrado Region: Brazil

- Feed, fuel and heal the world
Increasing productivity!

**World population**
- 1950: 2 billion
- 1999: 6 billion
- 2025: 8 billion

**People fed per hectare**
- 1960: 2 people
- 1995: 4 people
- 2025: 5 people

Source: FAO, World Bank statistics
Cerrado Region: Brazil

- Feed, fuel and heal the world
The Maryland Experience: “America in Miniature”
Thank you!

www.bio.maryland.gov