

The Bioscience Brief

A National Bioscience Newsletter

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Welcome to the Fourth Edition of the BiMonthly Brief!

We here at the Bioscience Brief wish to inform you about what's happening in bioscience sectors across the country. We understand your concerns about Spam and assure you that our newsletter is not intended to be as such. You have received the Bioscience Brief Newsletter as a result of your RSVP to one of our events that took place in your state and were sponsored by our national partners: the Biotechnology Industry Organization (BIO), the Pharmaceutical Research & Manufacturers of America (PhRMA), the National Venture Capital Association (NVCA), and the United States Chamber of Commerce and our new national partner the Association of University Technology Managers (AUTM). If you wish to no longer receive this newsletter, we have an unsubscribe feature at the bottom.

Thank you,

Bioscience Brief Staff

National Partner Spotlight: The Association of University Technology Managers (AUTM)

The Association of University Technology Managers (AUTM) is a national partner in the Business/Bio-science (Biz/Bio) Outreach Program. This program is a critical component enhancing the expansion of Bioscience in the U.S. AUTM provides experts to discuss the important process of delivering academic research to the public.

AUTM's global network of 3500 members represent more than 350 universities, research institutions, teaching hospitals and government agencies as well as hundreds of companies involved with managing and licensing innovations derived from academic and nonprofit research.

The association was founded in 1974 as the Society of University Patent Administrators with the objective of addressing a concern that inventions which were funded by the U.S. government were not being commercialized effectively. Through the years AUTM has grown beyond this single objective and now provides professional development and networking opportunities for technology transfer professionals of all career levels and from established and newly forming organizations worldwide.

AUTM provides numerous resources for members including survey reports, professional development courses, a comprehensive training manual, peer-reviewed journal and a worldwide community of peers with expertise in all areas of intellectual property management. Detailed information about AUTM can be found at www.autm.net.

Academic technology transfer serves to:

- Facilitate the commercialization of research results for the public good
- Reward, retain, and recruit faculty
- Induce closer ties to industry
- Generate income and promote economic growth

Today, AUTM continues to grow and evolve with the practice of technology transfer. AUTM's Better World Project is its most recent endeavor and demonstrates the value of technology transfer in real, human terms. The Better World Report and Reports from the Field were the first editions launched in March 2006. Future editions will include stories about successful start-up companies resulting from academic technology transfer. More information can be found at www.betterworldproject.net.

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Key Members of WV's Bioscience Community Meet to Discuss Strategies for Growth

Representatives from West Virginia's bioscience community met in Charleston on Wednesday, September 13th. Its discussions about the establishment of an organization focused on sharing information within the sector and enhancing the profile of the industry among policy makers. The participants in the meeting, comprised primarily of representatives from the state's flagship research universities – West Virginia University and Marshall University – and bioscience-related businesses, economic development professionals and state government officials heard from Patrick Kelly, Vice President at Biotechnology Industry Organization (BIO) and Texas Healthcare & Bioscience Institute's (THBI) President Thomas Kowalski.

Kelly and Kowalski spoke about how similar groups got started in other states and explained many of the policy initiatives facing the bioscience industry across the country. Additionally, the group heard from John Maher, Executive Director of the Chemical Alliance Zone, who spoke about the positive growth taking place in the Charleston-based Biotechnology & Allied Sciences Incubation Center.

The meeting, hosted by the West Virginia Development Office, the Chemical Alliance Zone and PhRMA, was the third such meeting held in the state over the past nine months. During a December 2005 "Biosciences in West Virginia – Strategies for Growth" conference, a broad range of attendees from academia, bioscience, venture capital, business leaders, economic development representatives, and local and state government officials called for future exploratory forums. At a subsequent February 2006 meeting, participants suggested an ongoing dialogue amongst core interest through which they could share information and work together to enhance the visibility of the bioscience industry among state

policy makers.

By recognizing the need for more coordinated and collaborative steps, the leaders and organizers in West Virginia are moving responsibly towards that end.

Legislative Focus: Maryland Supports Bioscience Growth – For Now

During last year's Biz/Bio program, representatives from the Technology Council of Maryland, University System of Maryland, Johns Hopkins University, the Maryland Chamber of Commerce, and Maryland Department of Economic Development participated in serious discussions about the bioscience innovation pipeline in Maryland.

Since then, ongoing discussions and forums have explored how to further stimulate and grow Maryland's bioscience industries. Through many of the organizations that participated in the Biz/Bio program, decision-makers, regulators and other policy makers have begun to better understand that there is direct correlation between the various component parts of the innovation pipeline – academic and laboratory and bench research, venture capital investments, support from the business community and economic development organizations - and the eventual production and distribution of a product or service.

Several different initiatives have been undertaken including tax credits and policies that incentivize investment in Maryland's bioscience industry; state funding for new research facilities and research & development programs; and the commercialization of bioscience products. Other actions are under consideration that could promote or place more limitations on future innovation.

We'll keep you posted.

State Partner Highlight: The Wisconsin Biotechnology & Medical Device Association (WBMA)

The core mission of the Wisconsin Biotechnology & Medical Device Association (WBMA) is to promote the bioscience industry as a vital part of Wisconsin's economy. WBMA works with public officials at all levels of government, the media, and partner organizations to ensure the message, that our state is indeed a "hotbed" of life science activity, as noted recently by Forbes Magazine, is effectively transmitted. In Wisconsin, more than three-hundred life science companies employ more than 22,000 personnel and produce \$7.8 billion in revenues annually.

WBMA emphasizes bringing capital investment to Wisconsin bioscience companies, recognizing that access to capital is vitally important for the flourishing of the industry. For example, opportunities for capital investment occur at the annual BIO Midwest America Venture Forum, which Wisconsin will host in Milwaukee in 2007.

The leadership of WBMA at the annual BIO conferences is another important focus, working with Forward Wisconsin, the Wisconsin Department of Commerce and leading state research institutions such as the University of Wisconsin-Madison and the Medical College of Milwaukee to ensure a vibrant Wisconsin presence at the world's largest annual life science conference.

The WBMA also attends to our companies' internal needs, helping their bottom lines by operating a Purchasing Consortium, providing monthly networking and "best practice" breakfast events, and producing an annual conference.

- The Purchasing Consortium has contracts with twelve vendors, including Fisher Scientific, that provide discounted pricing for lab supplies, office supplies, lab certification, equipment repair and pipette calibration, gases, dry ice, lab coat rentals, supplemental insurance, packaging design and production, IT consulting, and relocation services.
- The breakfast events and the conference respond to the key reasons companies join WBMA: networking with colleagues and service providers, and learning about key issues in the life science world.
- The annual conference is a day-long series of sessions and roundtables on exciting developments in the life science world. On October 12 this year, at the GE Healthcare Institute in Waukesha, the conference will focus on "Biotechnology - The Future is Now!" with presentations ranging from global biological threats to how to meet IT challenges in the biotech world.

Our pledge is to continue working to help the Wisconsin life science sector become a world leader in biotechnology, medical device research and commercialization

Upcoming Events

National/Regional Events:

2006 BIO Mid-America Venture Forum

September 25-27, 2006

Location: InterContinental Hotel & Conference Center, Cleveland, OH

For more information, click here: <http://bma.bio.org/opencms/bma/2006/index.jsp>

Mid-Atlantic:

Mid-Atlantic Bio

October 10-11, 2006

Location: Ronald Reagan Building and International Trade Center, Washington, DC

For more information, click here: <http://www.midatlanticbio.org/>

The 6th Annual PDM MedExpo & BioLink

October 27-29, 2006

Location: Renaissance Cleveland Hotel, Cleveland, OH

For more information, click here: www.pdmhealthcare.com/expoandbiolink2006/medexpo2006.php

The 2006 Fall National Small Business Innovation Research Conference

November 6-9, 2006

Location: Hilton Milwaukee City Center, Milwaukee, WI

For more information, click here: <http://www.sbirworld.com/WI/>

State Events:

Ohio -

A National Dialogue on Biomedical Conflicts of Interest and Innovation Management

September 20, 2006

Location: InterContinental Hotel & Conference Center, Cleveland, OH

For more information, click here: www.clevelandclinic.org/coisummit/

Washington -

WBBA Annual Meeting

October 31, 2006

Location: Westin Seattle Hotel, Seattle, WA

For more information, click here: <http://www.wabio.com>

Massachusetts -

MASS Opportunities -A Biotechnology Investment Conference

November 2, 2006

Location: Logan Airport Hilton, Boston, MA

For more information, click here: http://www.massbio.org/events/mass_opps/

Wisconsin -

Biotechnology - The Future is Now

Thursday, October 12, 2006

Location: GE Healthcare Institute, Waukesha, WI

For more information, click here: <http://www.wisconsinbiotech.org/>

Look for a Biz/Bio event in your state!

Next stops are: Michigan, Virginia, Illinois and Texas just to name a few.

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