

THE MACKLIN BUSINESS INSTITUTE AND CENTER FOR ENTREPRENEURSHIP AT MONTGOMERY COLLEGE



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BioEntrepreneur Forum Attracts National Speakers, Educates Regional Leaders

More than 100 scientists and biotech entrepreneurs met for the 4th Annual BioEntrepreneur Forum, co-hosted by the Macklin Center For Entrepreneurship at Montgomery College and Dingman Center for Entrepreneurship at the University of Maryland's Robert H. Smith School of Business on May 26 at the Marriott Washingtonian in Gaithersburg, Maryland. MdBio generously provided scholarships for ten NIH post-doctoral scientists to attend the forum.

The half-day seminar, designed for entrepreneurs in the biotechnology field, featured two keynote speeches and two moderated panel discussions from biotechnology business leaders and venture capitalists. The keynote speakers, Steven Burrill, CEO of San Francisco-based Burrill & Company and Dr. Wayne Hockmeyer, founder and chairman of MedImmune, Inc. and president of MedImmune Ventures, provided a historical perspective and shared their insights on industry trends and discussed the current and near-term state of the financial markets and other economic factors that impact the biotechnology



Steve Burrill



Wayne Hockmeyer

industry.

Burrill was instrumental in creating and financing many of the early biotech companies including Genentech and Amgen. Burrill and Hockmeyer shared their experiences and helped audience members understand the important things to consider in creating a biotech company in the current environment. Although still in its infancy, the biotechnology industry

has seen some major successes, including MedImmune, which serve as role models to others who could get easily discouraged by the risk involved in drug development. Most drug candidates (96-99%) fail before they ever make it out of the preclinical stage of drug development.

The success rates increase as a drug candidate proceeds through the various stages of development. It is a risky and expensive business but the rewards can be high. New drugs contribute to health care costs, but also dramatically enrich, improve and save millions of lives. Hockmeyer cited an example from a recent *Journal of Clinical Psychology* report that antidepressant expenditures increased from \$400/depressed person in 1990 to \$1300 in 2000, but hospital stays declined by so much that the total spending per depressed person fell. Many new drugs under development are targeting "Baby Boomer diseases" such as heart disease, rheumatoid arthritis, Alzheimer's, cancer, and psoriasis while diabetes and obesity also remain important targets.

The forum's first panel discussion, moderated by TEDCO director Phil Singerman, examined the impor-

ance of legal protection and partnerships. Bryan Brewer, an associate at Nixon Peabody discussed intellectual property and highlighted the important legal aspects of licensing agreements. Charles Duffney from NIH Office of Technology Transfer explained how to get new technologies to the marketplace from NIH. An overview of partnering and case study was presented by Eric Richman, vice president for business development and strategic planning at PharmAthene. Some of the key areas biotechnology companies should focus on when considering partnerships are: growth objectives; strategic interests; cost efficiencies; validation of technology; complimentary skills and resources; and value creation.

An interactive funding and financing panel was led by Steve Dubin, president of Martek Biosciences. Dubin began by identifying ten keys to attracting venture financing: strong management team; products/technologies solving big problems or unmet medical needs; large markets; profitable business model; low development risk; stage of the business; sustainable competitive advantage; low marketing risk; relationships; and good exit opportu-

nities. Dubin's tremendous experience on the corporate and funding side helped create a lively discussion among the panelists who then discussed the relative importance of these factors based on their experiences. Panelists Rachel King, CEO of GlycoMimetics, Gary Lessing, CFO of Avalon Pharmaceuticals, Linda Powers, managing director of Toucan Capital, and Michael Walsh, a National Institute of Standards and Technologies representative also addressed a wide array of audience questions.

Prior to the program, Matt Wolfe, a post-doctoral scientist at NIH stated, "The BioEntrepreneur Forum benefits both the scientific and business communities by fostering the commercialization of new technologies, which is critical to the continued growth and development of the biotechnology industry. On a personal level, I look forward to the great networking opportunity the Forum provides." Wolfe's comments were echoed by many attendees who also expressed their excitement in meeting and hearing from industry pioneers Burrill and Hockmeyer.

College Wins NSF Grant for Biotech

Montgomery College recently received a prestigious grant from the National Science Foundation to support the development of a world-class biotechnology education and training program that will serve students at all levels. The grant will work in conjunction with the planned bioscience and technology business park at the Germantown Campus, providing Montgomery College with \$600,000 over the next three years. Montgomery College, located in Montgomery County, Maryland, is one of only two community colleges nationwide to receive the NSF grant.

For the Partnerships in Innovation grant proposal, Montgomery College received support from Montgomery County Public Schools; and the University of Maryland, College Park; Montgomery County Department of Economic Development; Toucan Capital Corporation and Emerging Growth Technology Partners, LLC, two Montgomery County-based venture capital firms; MdBio, a non-profit biotechnology support organization; MedImmune, Inc.; GenVec; RRD International, LLC; Celera Genomics; and BioReliance Corporation.

The grant complements plans already underway to build the Germantown Life Sciences and Technology Park at the College's Germantown Campus. The 40-acre technology park is designed to meet the needs of new and established bioscience and technology businesses. Along with office and wet lab space, the business park will have a technology business incubator operated by Montgomery County. Montgomery College is in the final stages of choosing a real estate developer to finance and construct the Life Sciences and Technology Park. Design of the accompanying Bioscience Education Center is slated to begin in 2006, with construction scheduled for completion by 2010.

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