

TENNESSEE Biotechnology ASSOCIATION

winter newsletter



TENNESSEE PARTICIPATES IN SOUTHEAST VENTURE FORUM

The Tennessee life science community was on display at the Fourth Annual Southeastern Biotechnology Investors Conference (SEBIO) on Dec. 4-5 in Atlanta. TBA served as a sponsor of this regional life sciences investment event where two Tennessee companies were selected to participate.

BioMimetic Pharmaceuticals of Franklin was among 17 companies chosen to present at the forum. These firms were recognized as the Southeast's best investment opportunities in the life sciences. An additional 16 companies were chosen to participate in an early stage

event, including AngioPath, Inc. of Nashville. The early stage program was designed to maximize the potential for success of high quality, emerging enterprises as they enter the venture capital funding stage of development.

"We are so pleased that Tennessee had a strong presence at SEBIO this year," said TBA Executive Director Caroline Young. "The event offered us a valuable opportunity to connect our Tennessee firms with capital, and to spread the word that Tennessee is a great location for the development of the life sciences."

2003 BIO SHOW

Join the TBA and the Tennessee Department of Economic & Community Development (ECD) at BIO 2003, the world's largest biotech conference and exhibition. The 2003 show, themed *Thinking Beyond Tomorrow*, will be held on June 22-25 at the Washington, D.C. Convention Center.

The time is now for you to join our Tennessee delegation at BIO 2003, where more than 20,000 life science professionals from around the world will come together to discuss the industry and celebrate BIO's 10-year anniversary. Benefits of partnering with ECD and TBA at BIO include:

- Excellent networking opportunities with top biotech organizations.
- Premium Tennessee booth location on exhibit floor.
- Signage opportunities for your organization at the Tennessee booth.
- Opportunity to display your materials to key decision-makers.



For more information, please contact ECD Tradeshow Coordinator Don Lowe at (615) 532-1920 or don.lowe@state.tn.us.



Message from the Chairman

As chairman of the Tennessee Biotech Association (TBA), I find myself involved in a broad spectrum of activities to promote the life sciences in our state. It is a distinct pleasure of mine when I am called upon to assist in the process of recruiting new life science companies to our area.

As a token California transplant, I am often asked to speak the language of my non-Tennessee brethren as they take a look at our state. I have lived in Tennessee for 17 years now, and I take great pride in the area, our quality of life and what we have to offer newcomers. But, I am also keenly aware of the needs of up and coming entrepreneurs and small life science companies willing to stick their neck out and move their business, often times, across the country. And honestly, I must say we have some work to do in Tennessee to maintain an attractive business environment for these enterprises.

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UPCOMING EVENTS:
MARCH 3-4
TBA Legislative Breakfast and Tennessee Means Technology Day
Sheraton Nashville Downtown Hotel
APRIL 8-9
BIO Legislative Day—Washington, D.C.
JUNE 22-25
BIO Show—Washington, D.C., Convention Center

Tennessee Tower Building
312 Eighth Ave. North
9th Floor
Nashville, TN 37243



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Message from the Chairman continued...

The biotechnology industry offers Tennessee great opportunity and vice versa, but a mutually-beneficial relationship like this will not grow without a business climate in place to support it. We must focus our energy on forming a business landscape that is friendly to new and existing life science companies.

Unfortunately, we currently have very little incentive to entice these firms here or to support our homegrown entities. With this in mind, the TBA in coordination with the Tennessee Technology Development Corp. (TTDC) and the state Dept. of Economic & Community Development (ECD) has created an aggressive legislative agenda for 2003 to address these issues.

TBA FALL MEETING DRAWS STATE'S BIOTECH LEADERS

The 2002 TBA Fall Membership Meeting drew nearly 150 attendees from across the state to discuss Tennessee's growing life sciences industry on Friday, Oct. 18 at the Sheraton Nashville Downtown Hotel.

"The Fall Meeting drew a record number of attendees from a variety of biotech organizations and service firms. I believe this is a great indicator of the growth and momentum we are seeing for the life sciences all across the state," said TBA Chairman Dennis Grimaud.

During the TBA meeting, attendees heard from both Tennessee's Democratic and Republican gubernatorial campaigns, as well as state ECD Commissioner Tony Grande, Mike Constantino, Ernst & Young's Southeast Area Life Sciences Industry leader and G. Robert Morris, chairman of the Governor's Task Force on Biotechnology. Morris formally presented the Task

We will focus on the following:

- 1) Research & Development Tax Credits;
- 2) Expansion of the Job Creation Tax Credit;
- 3) Investment of state retirement funds; and
- 4) Allocation of Tobacco Settlement proceeds to support the life sciences in Tennessee.

I hope you will support us in these efforts. Please join us at the Annual TBA Legislative Breakfast on Tuesday, March 4 at the Sheraton Nashville Downtown Hotel, where we will share these opportunities and challenges with members of the Tennessee General Assembly and the Bredesen Administration.

—Dennis Grimaud



Members of the Governor's Task Force on Biotechnology are recognized at the TBA Fall Meeting.

Force report at the TBA event, which included several recommended follow-up strategies for the TBA and TTDC. TTDC Executive Director Tom Rogers commended the work of the Task Force. "If Tennessee is to be a leader in the New Economy, then biotechnology development and commercialization

NEW TBA MEMBERS

Capital South Partners, LLC

Clark & Clark

HealthSpex

*HCA
Hospital Corporation of America*

IBM Life Sciences

*Molecular Pathology
Laboratory Network*

ntara

Ty Dye Bioinformatics

Williamson County Board of Education

Donald J. McCarren

Richard Sheehan

Tarun Surti

Jim Willis

David Windley

BIOTECH MISSION TO GERMANY

Discover international networking and business opportunities in one of Europe's most dynamic regions for biotech. A Biomission to Germany is offered March 28-April 5, 2003 with stops in Berlin, Munich and Heidelberg. The event is coordinated by Topaz Consulting of Oak Ridge, and In Tra Con of Schwaikheim, Germany, with support from the TBA. For more information on the mission, please contact Jan Haerer with Topaz at 865-482-5429, or haerer@topazconsulting.com.

MARK YOUR CALENDAR

Please join us for the TBA Legislative Breakfast and TTDC Tennessee Means Technology Day on March 3-4 at the Sheraton Nashville Downtown Hotel. For more information, please contact Heather Steinke at (615)253-1797 or hsteinke@tennesseetechnology.org.

TBA WELCOMES 2003 BOARD MEMBERS

The TBA welcomes new leadership for its 2002-2003 fiscal year, as well as the appointment of three new board members.

The TBA Board of Directors has elected Jim McElroy to serve as TBA president. McElroy, a Nashville attorney, has served on the TBA board since the organization's inception in 1998. He was also selected by Gov. Don Sundquist to serve on the

Task Force on Biotechnology, where he played an important role in designing a legislative agenda for biotechnology in Tennessee. McElroy joins TBA Chairman Dennis Grimaud in leading the organization.

In addition, at the TBA Fall Meeting in Nashville, three new board members were elected to the 2003 board: Alex Fischer,

director of Technology Transfer and Economic Development at the Oak Ridge National Laboratory; Dr. Christopher McKinney, director of the Vanderbilt University Office of Technology Transfer; and Pat Stanfill-Edens, HCA assistant vice president of quality and Oncology Service Line director.

TBA AND VANDERBILT CREATE BIOTECH CERTIFICATE PROGRAM

The TBA and the Owen School of Management at Vanderbilt University are partnering to offer the *Growing & Managing the Biotech Enterprise* Certificate Program in April of 2003. The series of four two-day sessions is designed to help organizational leaders working in the fields of biotechnology, life sciences and related health care to better manage the business side of the enterprise.

The program will offer courses in all the functional areas of management (accounting, finance, marketing, strategy, operations and human resource management), as well as course work in technology transfer, intellectual property, entrepreneurship and innovations

strategy. While faculty from the Owen School and Vanderbilt University will comprise the program's teaching staff, guest speakers from government, industry and academia from across the country will also be engaged.

"We are so pleased to partner with the Owen School to develop this innovative program that will meet the unique business knowledge needs of our life science professionals in Tennessee and the Southeast," said TBA Executive Director Caroline Young.

For more information on the certificate program, please contact the Owen School's Director of Executive Programs Hermano Rocha at (615)322-6752 or hermano.rocha@owen.vanderbilt.edu.

TBA SPONSORSHIP CAMPAIGN

As the recognized voice for Tennessee's biotech community, the TBA is well-positioned to guide the state in the development of an advantageous environment for life science. In order to maximize opportunities and address challenges as we move forward, TBA must have the financial support of our state's key biotech players.

The 2003 TBA Sponsorship Campaign aims to recruit a select group of organizations that pledge annually to support and sustain the ongoing work and activities of the TBA, and in doing so publicly spotlight their leadership role and commitment to the success of biotech in Tennessee.

The campaign has already attracted the support of some of the state's preeminent life science, education and business

authorities, such as the Nashville Health Care Council, Tennessee Dept. of Economic & Community Development, Tennessee Technology Development Corp. and Vanderbilt University Medical Center and Office of Technology Transfer.

For more information on how you can be involved in the Sponsorship Campaign, please contact TBA Director Caroline Young at (615)253-1760 or cyoung@tnbio.org.



State and local officials and business leaders break ground on the Cool Springs Life Sciences Center in Williamson County.

TBA Association Sponsors

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