

The CC Venture News is an online publication of the University of Florida Commercialization Council



Commercialization Council VENTURE NEWS

"Creating a More Vibrant Entrepreneurial Culture and Facilitating the Successful Commercialization of UF-Based Technologies"

March 2003

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VENTURE CAPITAL

Florida Venture Capital in the News

Corporate Leaders

Approximately 200 executives and prospective investors from the pharmaceutical, biotechnology and related industries gathered at the UF Hotel and Conference Center in Gainesville on February 21 for the 2003 Corporate Leaders Summit on Biotechnology, sponsored by the University of Florida Foundation. The event served as a showcase for why many feel UF has one of the most comprehensive biotechnology research programs of any college or university in the country. Attendees learned about the latest cutting-edge research taking place in biomedical engineering, agricultural biotechnology, genomics, veterinary medicine, and the interface between biotechnology and nanotechnology, and were also treated to presentations by some of the most promising biotech startup companies coming out of UF research.

Dr. Wayne Hockmeyer, a University of Florida alumnus who is founder and chairman of one of the most successful biotech companies in the nation--MedImmune, Inc.--served as honorary chair and keynote speaker for the Corporate Leaders Summit. Dr. Hockmeyer also is President of newly created MedImmune Ventures, a \$100 million biotech venture capital fund based at the company's headquarters in Gaithersburg, Maryland.

Other industry participants in the Summit included:

Dr. Gail H. Cassell, Vice President for Scientific Affairs at Eli Lilly and Company and a member of the Secretary of Health and Human Services Advisory Council on Public Health Preparedness

David J. Gury, Chairman of the Board and CEO of Boca Raton-based

Director, Florida MBA Programs

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Sid Martin Biotechnology
Development Incubator

Sheldon Schuster Director
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**Nabi Biopharmaceuticals and Chairman of the Florida Research
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**Dr. Ronald Evens, Managing Director, MAPS 4 Biotech and former
executive with Amgen Inc.**

MENTORING

Sid Martin Biotechnology Development Incubator Recognized as a Top-Performing Program

The Sid Martin Biotechnology Development Incubator (BDI), a division of the Biotechnology Program at the University of Florida, has been ranked a top-performing technology incubator in a report produced by the National Business incubation Association (NBIA) following a 12-month analysis of U.S. Technology business incubation programs.

In the recently concluded study, an industry research team organized by NBIA examined the make-up and performance of technology incubators across the country to determine the characteristics key to high-performing programs. Seventy-nine programs participated in the study, which was funded by a grant from the U.S. Department of Commerce's Office of Technology policy.

BDI was ranked in the top ten programs in the study in terms of average employment growth achieved by client companies.

"The ultimate goal of an incubation program is to facilitate the business success of its client companies," said Dinah Adkins, NBIA president and CEO. "The Sid Martin Biotechnology Development Incubator has created a program that provides biotech entrepreneurs with the resources they need to create high-growth enterprises, which has benefited both the entrepreneurs and Florida's business community.

"Dr. Sheldon Schuster, Director of the Biotechnology Program at UF, said "While we know that our entrepreneurs and staff are working hard to make this incubator a success, it is gratifying to see it reflected in this national survey."

Business incubation programs catalyze the process of starting and growing companies by providing entrepreneurs with the expertise, networks and tools they need to make their ventures successful. These programs help emerging businesses survive the risky start-up phase by providing them with an array of business support services, such as flexible leases and on-site business counseling, with a goal of graduating successful firms that create jobs and build wealth in their communities.

Out of the 79 programs analyzed by NBIA, BDI ranked seventh in terms of average employment growth of its client companies, fourth in terms average equity investment, and first in terms of the amount of intellectual property that its client companies have licensed into their operations. These impressive results reflect BDI's ongoing commitment to its companies and to its surrounding community.

With about 950 members, the National Business Association is the world's leading organization advancing business incubation and entrepreneurship. It provides thousands of professionals with information, education, advocacy and networking resources to bring excellence to the process of assisting early-stage companies. For more information about business incubation or NBIA, visit www.nbia.org.

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TRAINING

Florida Research Universities Focus on INNOVATION at AUTM 2003



FLORIDA INNOVATION HUB OF THE AMERICAS was the theme as technology transfer representatives from the University of Florida along with those from Florida's other research universities united their efforts to show companies from across the nation that Florida is about more than tourism. It was apparent to attendees at the recent annual meeting of the Association of University Technology Managers (AUTM), February 5, in Orlando, Florida, that the research and technologies being created in Florida are providing the cutting-edge technologies to develop start-ups or to create and expand product lines within existing companies.

UF's Office of Technology Licensing led the collaborative effort to host an "introduction to Florida's innovative technologies" event as attendees arrived from around the globe for the annual AUTM 2003 meeting. With representatives, displays, and "Florida technology-based" door prizes on hand, the University of Florida joined with Florida A & M University, Florida Atlantic University, Florida State University, University of Central Florida, University of Miami, University of North Florida, University of South Florida, and University of West Florida, to take advantage of this unique opportunity for showcasing the commercially-oriented science developed around the state. Sponsorship for the event was also provided by Enterprise Florida, Inc. and Akerman Senterfitt & Eidson PA.

With many industry leaders in attendance, the OTL team had the opportunity to promote some of UF's newest research discoveries as well as its success stories, while contributing to the overall goal of focusing on technology innovation in the state of Florida.

Corporations attending included Astra Zeneca, L'Oreal, Aventis Pharmaceuticals, Bristol-Myers Squibb Medical Imaging, Microsoft Corp., GlaxoSmithKline, Amgen Inc., and Procter & Gamble Pharmaceutical.

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START-UP SUCCESS

Developments ans Start-ups

A \$10 million proposal to develop a bio-processing facility in Alachua was one of three that Florida's Emerging Technology Commission has recommended for funding. The plan, submitted by the Unversity of Florida, has been forwarded for review to the state Board of Education. UF is negotiating with Regeneration Technologies Inc. (RTI) in Alachua to purchase two of its former buildings for the bio-processing facility. The ultimate goal of this project is to stimulate promising research and commercialization of high potential technologies that will provide treatments and cures for human diseases in the area of Regenerative Health as well as create new companies, high-wage jobs, and economic development for Florida.

Regenerative Health uses advanced medical approaches such as gene therapy to repair genetic mutations, and transplantation of adult stem cells to repair and restore damaged tissues and organs. The two other plans chosen by the Emerging Technology Commission were a biomedical and marine technology facility at Florida Atlantic University, and the University of Central Florida's plan to establish a center for photonics, or research using lasers and optical instruments.

The Sid Martin Biotechnology Incubator has two new companies:

EcoArray, L.L.C. was founded by John Rogers, with UFs Nancy Denslow, Ph.D. and Patrick Larkin, Ph.D. in 2002. EcoArray combines proprietary fish gene data and expertise in array construction to develop products for environmental testing based on fish genes. The company will be licensing UF technology, and has been awarded a \$400,000 two-year Phase I SBIR grant.

Encor Biotechnology, Inc. is an antibody development and commercialization company founded by UF's Gerald Shaw, Ph.D. and his business partner, William Gathings, Ph.D. The company's initial focus will be on products for the biomedical research and diagnostic pathology markets.

Check here for current listing of upcoming events:

[Calendar of Events](#)
