

Taking Care of Business

BIOSCIENCE IN MARYLAND

2007

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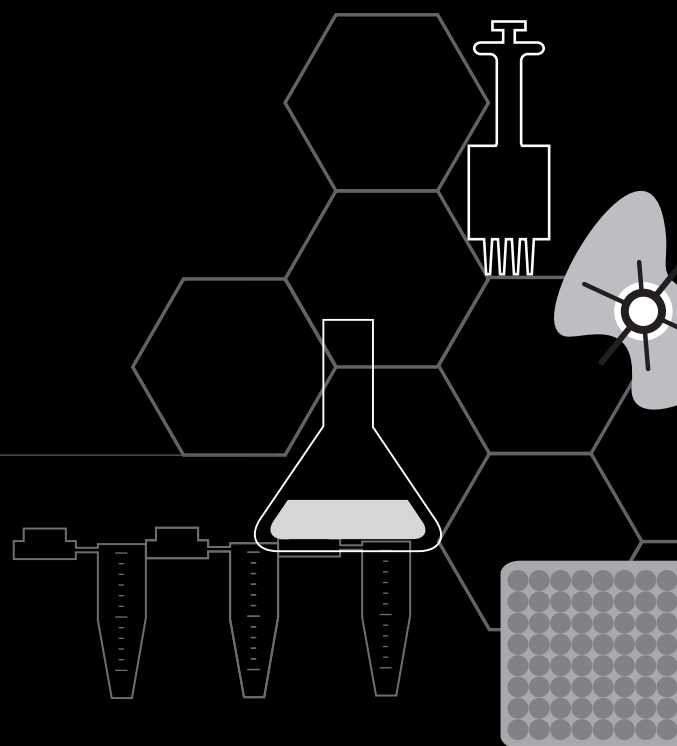
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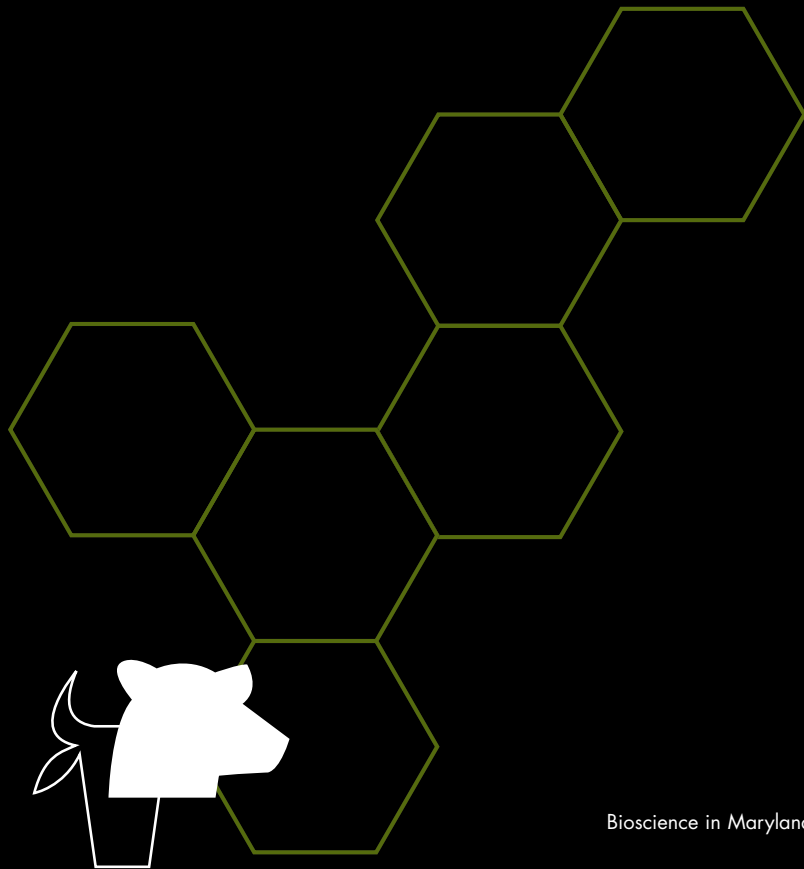
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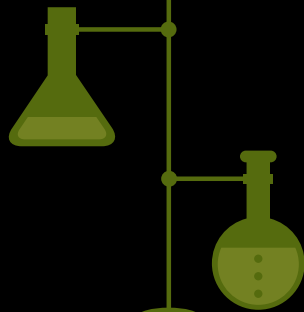
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Bioscience in Maryland | TAKING CARE OF BUSINESS

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Bioscience in Maryland

TAKING CARE OF BUSINESS

In the three years since MdBio's last report on bioscience in Maryland, the State's bioscience industry has not only demonstrated substantial growth, but has also matured in a way that transcends the numbers. A private sector that once stood in the shadows of the region's academic and federal laboratories has emerged to take its place in the upper echelons of commercial bioscience, producing revolutionary products while continuing to push back the frontiers of knowledge in the life sciences.

The goal of this report, in addition to providing numerical industry data, is to better understand how a bioscience operation transforms itself from a capital-consuming science project to a revenue-producing venture. This report captures some of the elements of strategy and execution that have been vital to the success of Maryland's bioscience companies and the bioscience investment community—their “best business practices”—as told by the personalities and industry leaders that are realizing their goals.

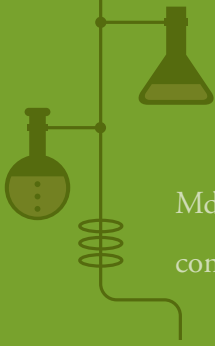
As you read through the report, you'll find that each article or interview relates several of these best practices. It is our hope and expectation that this report will serve as a guide to those that are in the formative stages of creating a bioscience enterprise, those that may be seeking funding, or those who are already managing a commercial operation.

It is in this vein that we present *Bioscience in Maryland... Taking Care of Business*.

Bioscience OR BIOTECHNOLOGY?

The “biotechnology industry” means different things to different people. To some, it includes only those companies who use living organisms as factories to produce proteins. To others, it encompasses any company whose products or services are rooted in modern biology. The Biotechnology Industry Organization defines biotechnology as “the use of cellular and molecular processes to solve problems or make products.”

MdBio has elected to use a more inclusive term, “bioscience,” to minimize confusion and to be consistent with the definition we employ in determining which companies are eligible for our programs. For the purposes of this report, a bioscience organization is biology-driven, and its activity substantially involves research, development or manufacture of [1] biologically active molecules, [2] devices that employ or affect biological processes, [3] biological information resources or [4] software designed specifically for biological applications.



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Montgomery County Department of Economic Development

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About MdBio

Since our last report, MdBio has been dramatically transformed to better serve the needs of Maryland's bioscience community. In January 2006, MdBio and the Technology Council of Maryland combined to form a new membership-driven trade association that consists primarily of two operating divisions—MdBio to serve the bioscience industry and the Tech Alliance for the advanced technology industry.

The legacy MdBio organization has been renamed the MdBio Foundation, and it will continue to use its resources to advance the commercial development of bioscience in Maryland. The Foundation will undertake a variety of new initiatives while continuing to support and enhance many of the education, business development and communications programs that have been developed over the last 10 years.

As an operating division of the new Tech Council of Maryland, the new MdBio will effectively operate as a state bioscience association for Maryland. We will serve as the voice of the bioscience industry on public policy issues affecting

our members, working with the broader Tech Council on those issues that transcend industry boundaries. We will offer a variety of events throughout the year, designed to provide an array of networking and educational opportunities. Some of these will appeal to the broader industry, while others will target specific peer groups within bioscience companies. MdBio will also offer opportunities for member companies to realize significant cost savings by active participation in an expanded group purchasing program.

On behalf of the entire MdBio staff, we look forward to developing a portfolio of benefits that will serve the diverse needs of every bioscience company in the state of Maryland—companies with 1000 employees and companies with two employees, companies developing products and companies offering services, companies looking for seed-stage financing and companies looking for corporate partnerships to finance late-stage clinical trials.

For additional information about MdBio, please visit our website at www.mdbio.org.

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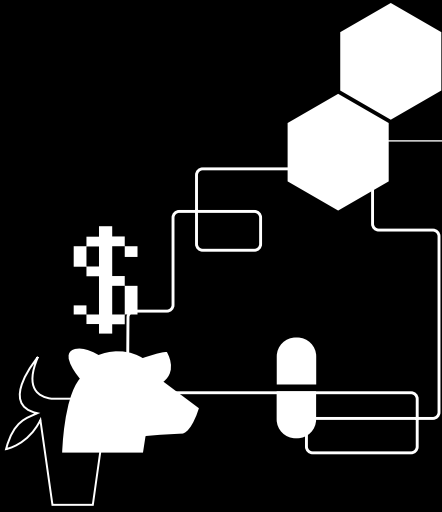
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