



## Georgia Biomedical Partnership Newsletter

June 2006 e-Chronicle

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### **UCB's Roch Doliveux, Medtronic's William Hawkins Headline Speakers for '06 Summit**

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#### **Conference Expected to Attract Record 800 Bioscience Professionals**

International bioscience industry leaders, investment experts, renowned scientists and Georgia's top pharmaceutical, biotech and medical device company CEOs will be featured at the Georgia Biomedical Partnership's 6th Annual Georgia Life Sciences Summit October 4, 2006.

The conference will be held at the Georgia World Congress Center in Atlanta and the theme is the Future of Biomedicine. Among the headline speakers are Dr. Roch Doliveux, UCB's CEO and Chairman of the Executive Committee; William A. Hawkins, President and Chief Operating Officer of Medtronic; and Dr. Russell Medford, President and CEO of AtheroGenics and Georgia Biomedical Partnership Chair.

The Summit will feature an expanded afternoon science program with presentations by Dr. Guy L. Reed, a Georgia Research Alliance Eminent Scholar and Kupperman Chair in Cardiovascular Disease at the Medical College of Georgia; and Dr. Jeffrey Skolnick, also a Georgia Research Alliance Eminent Scholar, and Director of the Center for the Study of Systems Biology at the Georgia Institute of Technology.

The Summit has become the premier bioscience conference in the Southeast, attracting more than 750 bioscience professionals. A record 70 companies and organizations exhibited at last year's conference. The 2006 Summit also will kick-off the build-up to the Biotechnology Industry Organization's BIO 2009 Annual International Convention, which will attract more 25,000 bioscience professionals to Atlanta from across the world. Dr. Eric Tomlinson, president and CEO of Altea Therapeutics and GBP vice chair, is the 2006 Summit Planning Committee chair.

No other event in Atlanta brings the bioscience community together in such a capacity as the Georgia Life Sciences Summit. Along with international and national industry leaders, the Summit showcases the entrepreneurial talent and expertise of many public and private Georgia bioscience companies as well as the best scientists from the state's major research universities.

In addition to the plenary speakers and programs, the Summit will feature six focus sessions, three in the morning and three in the afternoon. Two of the sessions, one in the morning and another in the afternoon, will highlight presentations by Georgia bioscience company CEOs. The morning program also will include a panel discussion by senior executives of the top international companies with U.S. headquarters in Georgia.

Other focus sessions will explore industry financing through the insights of experts from national venture capital firms; examine the innovative environment for medical device entrepreneurs in Georgia through the experiences of scientists and business executives; and assess the progress of nanobiotechnology's development of new medicines through advances by leading researchers. The afternoon science program will include presentations by the scientific poster award winners. In 2005, more than 70 scientists competed for three top prizes.

The Summit will conclude with a grand celebration of Georgia's bioscience community at the Ocean Ballroom of the Georgia Aquarium. For more information on the Summit program, registration, exhibiting and sponsorship opportunities, please visit

## ELN Launches 'Buddy' Program to Assist New Georgia Residents

### Let Us Help You and Your Staff Acclimate

If you are new to Georgia and want to connect with the life sciences industry, the Georgia Biomedical Partnership's Emerging Leaders Network (ELN) wants to help.

Beginning in July, the ELN will provide a program specifically for individuals who are relatively new (less than 10 years) to the life sciences industry and are seeking ways to become acclimated to the field and to the community in Georgia.

The "buddy" program will pair more established ELN members with newcomers to Georgia to facilitate interactions and help new colleagues become settled. A questionnaire will help match individuals with similar interests and career goals. Basic information about career experience and educational background will be used to match buddies. Additional information on the survey relating to family, neighborhood, etc., is optional and will be used only to better match program participants. If you are interested in becoming a buddy or in requesting a buddy within this new program, please e-mail: [eln@gabio.org](mailto:eln@gabio.org) with the subject line "Buddy Program."

### In other news...

- The first event in our small dinner series took place on June 15 and was led by Stephen MacDonald, PhD, a patent agent with Kilpatrick Stockton, LLP. He fielded questions about intellectual property, explained how to make a resume more marketable to a law firm and talked about his daily roles and responsibilities at his job. Future small group dinners will address other topics relevant to the life sciences industry. If you are interested in hosting a small dinner, or have topic requests, please e-mail [eln@gabio.org](mailto:eln@gabio.org) with the subject line "Dinner Series."
- Monthly happy hours will rotate in and around Atlanta so they are accessible to everyone.
- Student volunteers will get free admission to the Georgia Life Sciences Summit: <http://www.informedhorizons.com/summit2005/>

For information on how to volunteer, contact [eln@gabio.org](mailto:eln@gabio.org).

- The ELN has added a variety of positions to the team, in response to its growing membership.

-Grant Moss, IPAC, LLC – Events Director

-Sapna Hornyak, Clinimetrics – Finance Director

-Brent Nix, Kilpatrick Stockton, LLP – Marketing Coordinator

-Jorge Gomez, Centers for Disease Control and Prevention – Partnering Coordinator

-Julie Turner Collins, SBIR Assistance Program – Partnering Coordinator

-Chad Kitchen, Emory University – Partnering Coordinator

-Taryn O'Loughlin, Emory University – Newsletter Coordinator

- Amy Hernandez will resign her position as industry sector chair in July. The team is currently looking for a replacement for this position.
- Brent Nix just passed the Patent Bar last week and is now a registered Patent Agent with the U.S. Patent Office. Congratulations to Brent!
- Melissa Wendt will be taking full-time maternity leave in August and September and part-time leave through October. Brent Nix and Sapna Hornyak will cover most marketing-related functions in her absence.

Please contact [eln@gabio.org](mailto:eln@gabio.org) to find out how you can join or sponsor future events!

## Government Affairs, Emerging Company Committees Stage Events

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### Public Policy, Entrepreneurial Issues Discussed

The Georgia Biomedical Partnership's (GBP) Government Affairs Committee organized a panel presentation on stem cell research for the June 21 monthly breakfast meeting.

The panel was moderated by Dr. Russell Medford, president and CEO of AtheroGenics and GBP Chair.

The speakers participating were Dr. Marie Csete, director of the Human Embryonic Stem Cell Core at Emory University and Georgia Tech; Dr. Karama Neal, senior program associate for the National Science Foundation Alliance for Graduate Education and the Professoriate at Emory University and a visiting lecturer at Loyola University in Chicago in genetics and bioethics; Ron Grabb, Georgia coordinator for the Parkinson's Action Network; Scott Whitaker, chief operating officer of the Biotechnology Industry Organization and former chief of staff of the US Department of Health and Human Services; and William Kitchen, director of government affairs for UCB and chair of the GBP Government Affairs Committee.

The program examined the science and issues surrounding the national controversy over embryonic stem cell research. A replay of the panel discussion will be available soon on the GBP's Web site at [www.gabio.org](http://www.gabio.org).

### Emerging Company Committee

The Georgia Biomedical Partnership's (GBP) Emerging Company Committee held its second focused dinner of the year for entrepreneurs of start-up bioscience companies.

The topic of discussion at the June 13 dinner was exit strategies for investors of privately held companies. Speakers were Dr. Russell Medford, president and CEO of AtheroGenics and GBP Chair, and Tim Patrick, president and CEO of Windward Medical and former CEO of Proxima Therapeutics.

AtheroGenics, formed in 1993, chose as its exit strategy an initial public offering (IPOs) in 2000. Proxima Therapeutics, after commercializing a unique device that delivers breast cancer radiation therapy at the site of a tumor, was acquired for \$160 million.

Eight CEOs and senior executives participated in the program, which was designed to examine two different exit strategies and the challenges involved in each. The focused dinners are limited to small groups to give start-up company executives an opportunity to explore issues specific to their companies.

Among the take home messages from the June 13 dinner were: IPOs are more of a fund raising event than an exit strategy, and they are not for early stage companies; when considering a merger, don't try to negotiate with multiple companies at the same time; and having a strategic partner, such as a big pharmaceutical firm, can limit options.

A key discussion point was that to build value in the company, executives need a business plan with defined milestones and a strategy for mitigating risk. Also, entrepreneurs should not miss an opportunity to raise money because of concerns about stock value dilution, however, they should make sure investors are committed to the company's vision.

## GBP Holds First International Partnering Broadcast with Israel

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The Georgia Biomedical Partnership wants to work with Atlanta's international community to

organize bioscience-related videoconferences after holding its first with the American Israel Chamber of Commerce May 17.

"This was the Georgia Biomedical Partnership's first-ever international video-broadcast, and we felt it was a huge success," Charles S. Craig, president of the partnership, told GlobalAtlanta, in an e-mail interview a week after the conference.

"As a result of the broadcast, companies in Israel are making inquiries about partnerships in Georgia and vice versa," Mr. Craig said. He added that his organization was already planning a similar conference with Quebec officials for early 2007.

Mr. Craig encouraged international consulates, chambers and trade organizations working with bioscience related companies to contact him at (404) 245-0591 or [charles.craig@gabio.org](mailto:charles.craig@gabio.org) to organize a videoconference.

Founded in 1989, the partnership encourages the growth of Georgia's bioscience industry by promoting economic development, research and life science related education throughout the state.

The partnership's May 17 conference connected via satellite representatives from 12 Israeli bioscience companies with more than 70 Georgia-based businesspeople, economic development officials and lawyers.

The Israeli companies were a part of a consortium of bioscience companies that are using modified stem cells to treat and prevent diseases, which is "the future" of medicine, according to Robert McNally, past chairman of the partnership.

"That's really what the future of medicine is going to be - not so much pharmaceutical but cellular repair," said Mr. McNally, who is encouraging cell therapy developments in Georgia as president of Smyrna-based Cell Dynamics LLC.

Cell Dynamics has been working with Atlanta's Shepherd Spinal Center and Israel-based Proneuron Biotechnologies to create cell therapy treatments for spinal injuries since 2004.

While Mr. McNally's partnership with Proneuron developed through person-to-person contact, he was supportive of the trans-Atlantic videoconference and expected it to bring him business.

"At least they know now that they have friends here in Atlanta who can provide them with the services they need," he said after the conference. He said that Cell Dynamics could offer clinical space to Israeli companies looking to bring cell therapy innovations to Georgia.

The Georgia Biomedical Partnership, the Israeli chamber, and the research departments of Emory University, the Georgia Institute of Technology, Georgia State University, the Medical College of Georgia and the University of Georgia, were cited as assets to the state's bioscience industry during the conference.

Twenty-seven foreign-based bioscience firms have operations in Georgia, and the state was recently named seventh in the country for its total number of biotechnology companies in an Ernst & Young Inc. report.

For more information on Israeli bioscience companies, contact Tom Glaser, president of the Israeli chamber, at (404) 843-9426.