Virginia Bioscience Webinar
Funding for Virginia Biotech Partnerships

April 22, 2020
Noon – 1:00 PM
via Zoom

co-hosted with
virginibiophoto
Agenda

Introductions

Mike Grisham
Virginia Catalyst and Grant Funding Program
Top Reasons for High Scores and Funding

James Powers
Making a Strong Business Plan
Virginia Catalyst Emerging Entrepreneur Program

Mickey Kim
Demonstrating Significant Collaboration

Thomas Roberts
Demonstrating Potential for Economic Impact
Potential Sources of Matching Funds
Sampling of Early Stage Funding in Virginia

Open Discussion
The Panelists

Mike Grisham
President and CEO
Virginia Catalyst
Founder and CEO
GPB Scientific, Inc

Mickey Kim
Former Senior Vice President
Research & Commercialization
Translational Medicine Institute
Inova Health System

James Powers
Chairman and CEO
HemoShear Therapeutics, LLC

Thomas D. Roberts III
General Partner
Harbert Growth Partners,
Harbert Management Corp.
Mission of Virginia Catalyst

Drive economic growth in Virginia by creating competitive critical mass through collaborations

- commercialize Virginia’s innovations
- create jobs in life sciences
- attract follow-on funding
Now Open - Virginia Catalyst Grant Round 11

June 30\textsuperscript{th} at 5:00 PM EDT
  LOI are due
  electronically submit through our website at: www.VirginiaCatalyst.org

July 2\textsuperscript{nd}
  Proposals that meet minimum criteria will be invited to submit full application

August 18\textsuperscript{th} at 5:00 PM EDT
  Full applications are due – submit electronically through our website

September 10\textsuperscript{th}
  Top 8 teams present in person to Project Management and Oversight Panel
Virginia Catalyst Funding Criteria

Market Need
Large, unmet need for improving human health

Proposed solution
A unique product or service to be commercialized

Significant Collaboration
Involving at least two research universities* and an industry partner

Positive Economic Impact
Increase revenues and job creation in Virginia
Secure follow-on funding

Matching Funds
Minimum of 1:1 matching funds

*Virginia research universities and member institutions of the Virginia Catalyst: EVMS, GMU, ODU, UVA, VCU, VT, W&M
Top Reasons for High Scores and Funding

Strong business leadership

Strong team collaboration with Virginia universities and industry partner

Solid scientific basis and robust product develop plan

Positive economic impact and verifiable matching funds
Making a Strong Business Case

Experienced Management, Advisors and Board
*or selected for Emerging Entrepreneur Program

Strong Commercial Potential
Market need
Proposed solution is a breakthrough
Strong competitive advantage
Intellectual Property
Meaningful revenue potential and value creation

Business Development and Future Funding Milestones

Economic Benefit to Virginia
Job creation
ROI to Virginia investors
Emerging Entrepreneur Program
Discretionary Scoring Supplement

Purpose – to close gaps in management and follow-on funding expertise

Proposals must:
  have strong technical, scientific, and commercial merit
  are led by female, minority, inexperienced entrepreneur, or located in remote region

Requirements:
  Proposal includes request to be considered
  Must agree to coaching and mentoring by Catalyst-designated advisor
  Maximum project award of $500,000
Demonstrating Significant Collaboration

Highlight confirmed collaboration between partners
Develop meaningful scientific Milestones for each partner
Choose partners with synergistic mix of skills and areas of expertise
Define processes for managing and fostering collaborations
Explain the positive impact and necessity of your partner’s collaborating
Demonstrating Potential for Economic Impact

Explain how success of proposal will result in revenue and profitability

Outline strategy to secure follow-on funding for next stages of growth

Identify probable sources of investors and follow-on funding

Highlight in the proposal timeline when new jobs would be created
Potential Sources of Matching Funds

Equity sources (friends and family, angel investors, early stage venture capitalists, incubators, strategic investors, etc.)

Grant awards (NIH, STTR, SBIR, DARPA, foundations, philanthropist, etc.)

Industry partner(s) / commercialization partner(s)
Sampling of Early Stage Funding in Virginia

<table>
<thead>
<tr>
<th>Fund Name and Org</th>
<th>Type</th>
<th>Size</th>
<th>Start Date</th>
<th>Focus</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 UVA Seed Fund</td>
<td>Preseed and Seed</td>
<td>$10 million</td>
<td>2015</td>
<td>UVA-related</td>
</tr>
<tr>
<td>2 VTC Seed Fund</td>
<td>Preseed and Seed</td>
<td>$7 million</td>
<td>2018</td>
<td>VaTech/Carilion-related or Blacksburg/Roanoke</td>
</tr>
<tr>
<td>3 VTC Innovation Fund</td>
<td>Late Seed and VC</td>
<td>$15 million</td>
<td>2017</td>
<td>VaTech/Carilion-related</td>
</tr>
<tr>
<td>4 Trolley Ventures</td>
<td>Seed</td>
<td>$6 million</td>
<td>2018</td>
<td>Central VA</td>
</tr>
<tr>
<td>5 757 Seed Fund</td>
<td>Preseed</td>
<td>$1.5 million</td>
<td>2019</td>
<td>Hampton Roads</td>
</tr>
<tr>
<td>6 CIT GAP Funds</td>
<td>Preseed and Seed</td>
<td>$30 million &amp; $3 million/yr</td>
<td>2004</td>
<td>Virginia</td>
</tr>
<tr>
<td>7 Launch Place Funds</td>
<td>Preseed and Seed</td>
<td>$10 million</td>
<td>2013</td>
<td>Danville region</td>
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</tbody>
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Accelerator Programs & Angel Networks are Creating New Opportunities to Collaborate, Create Value & Invest Together

Key Funds are now Working Together Too!

Source: BDO 2019 Year-End Update