

Symposium Overview



October 16-17, 2006
Loews Philadelphia
Philadelphia, PA

Focused on the strength of the biosciences industry in the Mid-Atlantic region, *Biotech 2006*, which is hosted jointly by the Biotechnology Council of New Jersey (BCNJ) and Pennsylvania Bio, will attract senior biotech executives, representatives from medical device and diagnostic companies, global pharmaceutical companies, venture capitalists, university researchers, university-industry liaison officers, government officials, and support organizations.

Held on October 16-17, 2006, at the Loews Philadelphia, *Biotech 2006* is designed to advance the growth and development of the

bioscience industry in our region and will facilitate networking opportunities among emerging companies, researchers, and large pharmaceutical companies, as well as with cutting-edge support organizations.

New features added to Symposium - a business development forum, an innovation corridor, and a career fair - join popular tracks focused on finance, hot topics in science, global topics, as well as drug delivery, device, and diagnostics.

The 18,000+ national and international attendees of the BIO 2005 International Convention, held in Philadelphia, recognized what our region already knew - that we are a world leader in the biosciences.

Don't miss this opportunity to participate in one of the most important gatherings of bioscience professionals in the Mid-Atlantic region.

Early-Stage

Session One - Monday, October 16, 2006, 8:30 a.m. - 10:00 a.m.

Resources: Human Resources and Facilities

As a growing venture, you will need to assemble a team of people that brings a variety of skills to the table. You also need a place to "do business." This session will review the early-stage network in our community and how to leverage it and incrementally grow the management team, facility, and other needs. This program answers two manager resource questions: who and where.

We will review a variety of human resources' staffing configurations such as utilizing students, specialized consultants, employees, as well as virtual employees, contractors, interim and part-time professionals, and partnerships with other companies or universities. We will also identify the variety of facilities that will meet your needs as your company grows (i.e. state-sponsored incubators, commercial real estate). You will learn the pros and cons of the various real estate choices, where to go for assistance, and factors you must consider to be sure you make the right (and affordable) choice for your venture.

Moderator: Melvin Billingsley, Ph.D., President & CEO, Life Sciences Greenhouse of Central Pennsylvania

Speakers

- Kurt Andrews, Director of Human Resources, PTC Therapeutics
- John Maki, CEO, Vicus Therapeutics, LLC
- Jonathan Morris, MD, Chairman, President, and CEO, ProSanos Corporation
- Andrew Reaume, Ph.D., MBA, President & CEO, Melior Discovery, Inc.
- Michael Wiley, MBA, Innovation Zones Project Officer, New Jersey Economic Development Authority

Session Two - Monday, October 16, 2006, 10:15 a.m. - 11:45 a.m.

Management for an Early-Stage Life Sciences Company

What is the basis of great management for an early-stage company? This skill set is quite different than what is needed for later stage organizations. While management does not need to have a scientific background, they need to have an excellent understanding of the technology, its applications, the field of

use, and the competitive environment. The management of an early-stage company needs to thrive in a resource-constrained environment and must have mastered the art of negotiation for raising funds and developing potential strategic partners. While the technology of an early-stage company is an important asset, the management team is paramount.

Future success requires skilled management. As a result, the company must be creative by offering compensation that uses a mix of equity, options, and current dollars. Interim executives may also be useful, as these are very experienced managers who will get the company off the ground and then pass the baton on to the next management team. The goal of this workshop will be to provide views on successful management from the funding community, from the company perspective, and from resource providers.

Moderator: Gerard Norton, Ph.D., Esq., Partner, Fox Rothschild LLP

Speakers

- Geert Cauwenbergh, Ph.D., CEO and Founder, Barrier Therapeutics, Inc.
- John Gill, President, CEO & Director, TetraLogic Pharmaceuticals
- Norman Hardman, Ph.D., President and CEO, Oxalis Partners, LLC
- Elaine Jones, Ph.D., General Partner, EuclidSR Partners

Session Three - Monday, October 16, 2006, 12:30 p.m. - 2:00 p.m.

Raising Money & Conquering the Funding Process

Have the dream! Have the technology! Have the team! Need the money? Hear a panel of experts from each stage of financing discuss the methods and terms behind attracting equity and debt financing for your early-stage business. Learn what an angel is and how to find them; hear the do's and don'ts of attracting venture capital; and find out what state economic development programs are available. Finally, wrap it all together by hearing from companies who have had success in all phases.

Moderator: Peter W. Laberee, Partner, Fox Rothschild LLP

Speakers

- John Clarke, Managing General Partner, Cardinal Partners
- Maria-Luisa Maccacchini, Ph.D., CEO, Robin Hood Ventures
- Elizabeth Posillico, Ph.D., President & CEO, Elusys Therapeutics, Inc.
- Raymond Thek, Founding Partner of Angel Vine, Lowenstein Sandler PC
- Taffy Williams, Ph.D., President & CEO, Colonial Technology Development Company