



Commercialization Council

VENTURE NEWS

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

Spring 2006

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The year promises to be a memorable one for investors in UF start-up companies. From clinical trial launches to recruiting heavy-hitting executive leadership, our spin-off companies are covering new ground.

Three UF companies were recently featured in *TechJournal South's* Biotech 15 List: Applied Genetic Technologies Corporation (AGTC), AxoGen, Inc., and NovaMin are considered some of the Southeast's most promising biotech firms. "We look forward to watching these companies and the Southeast's biotech community continue to thrive," said Eric Gregg, Publisher of *TechJournal South*. This issue details a number of new milestones in the UF business development pipeline.

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CALENDAR

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Members of the
Commercialization Council

[Office of Technology Licensing](#)

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Jane Muir Associate Director

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VENTURE CAPITAL

UF Start-Up AGTC Announces Initiation of Phase 1 Clinical Study

UF start-up Applied Genetic Technologies Corporation (AGTC), a private clinical-stage biotechnology company, announced last month the initiation of a Phase 1 clinical study to test the safety of AGTC-0106, its investigational gene therapy product for patients with Alpha-1 Antitrypsin deficiency ("Alpha-1"). Alpha-1 is a form of congenital emphysema that causes degradation of a patient's lung tissue due to inadequate production of alpha-1-antitrypsin (AAT). Current treatment requires weekly intravenous infusions of a human blood derived product containing AAT. AGTC-0106 is designed to replace those infusions by providing patients with a correct version of the AAT gene in order to restore natural levels of the AAT protein.

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"We are delighted to take this next step in our development of this important new product," said Sue Washer, CEO of AGTC. "We all look forward to a treatment which will provide patients with the safe and reliable levels of AAT to protect their lungs."

AGTC, a resident of the UF Sid Martin Biotechnology Development Incubator, is developing novel therapeutics for patients with unmet medical needs utilizing the non-pathogenic adeno-associated virus. The company's investors include Interwest Partners, Intersouth Partners, MedImmune Ventures, and Skyline Ventures. AGTC is collaborating with Genzyme to develop, manufacture and market a gene therapy product to treat Wet Age-Related Macular Degeneration.

To read more about AGTC, visit the company website at www.agtc-fl.com. For more information about this and other UF start-up companies, go to the Start-Up Companies page at www.otl.ufl.edu.

RegenMed Study May Lead to Novel Therapy for Diabetic Retinopathy

UF start-up RegenMed, a development-stage biotechnology company, recently announced that its anti-SDF-1 treatment prevents retinal neovascularization, a condition that can lead to blurred, distorted vision. Findings from a non-human primate SDF-1 antibody studies were presented by RegenMed researcher Dr. Edward Scott at the Bascom Palmer Eye Institute sponsored Angiogenesis meeting for clinical developments in the area of eye disease. With the completion of this primate study (which follows studies in mice) RegenMed is now preparing the antibody for use in humans, and will then seek FDA approval to begin human clinical trials.

"Our treatment is the first that we know of targeting SDF-1, which may be a better target than the target of other potential treatments coming to market," said Scott. The study results may lead to a preventative treatment for diabetic retinopathy and possibly anti-angiogenic therapies for other diseases like cancer.

RegenMed, Inc. was founded in Gainesville, Florida in 2002, with the goal of bringing together a world-renown working group of stem cell biologists with complementary skills to develop new regenerative medicine therapeutics. The company is advancing regenerative medicine by developing a broad adult stem cell platform for the prevention and treatment of human disease. Its research is focused on new therapies for neural degeneration (Parkinson's disease), angiogenesis (diabetic retinopathy and macular degeneration), and cancer (glioblastoma and osteosarcoma).

"It is exciting to celebrate the successes of our start-up

companies," says David Day, Director of the UF Office of Technology Licensing, "but even more exciting to consider the profound impact this technology will have on people's lives when the treatment reaches the market."

To read more about RegenMed, visit the company website at www.regenmedbio.com. For more information about this and other UF start-up companies, go to the Start-Up Companies page at www.otl.ufl.edu.

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PARTNERING

Nanotherapeutics Plays Role in War on Terror

UF start-up and BDI resident Nanotherapeutics, Inc. was granted a \$2.4 million Small Business Innovation Research (SBIR) contract to develop an improved system to detect improvised explosive devices (IEDs). The company has developed a unique and patented method of detecting trace amounts of certain non-nitrogen-based explosives that can be used to safely detect bombs by the military and the Department of Homeland Security.

The Nanotherapeutics method uses a unique, portable, rapid gas chromatography system to detect IEDs. Nanotherapeutics has received this new, second phase SBIR contract from the Office of Naval Research to refine, field test and commercialize its explosives detection system. RF Monolithics, Inc., a 25-year veteran of the radio frequency wireless industry, will participate in the contract to add wireless mesh network capability to the system to create a field-deployable array of explosive sensing devices.

Nanotherapeutics has made new discoveries in the area of nanometer-scale manufacturing systems and is applying them to the development of novel pharmaceutical, over-the-counter, and diagnostic products. Nanotherapeutics has developed four proprietary nanotechnologies, NanoDRY™, NanoQUAD™, NanoCOAT™, and NanoBREATH®, which produce valuable solutions for a variety of products.

To read more, go to www.nanotherapeutics.com.

UF's Lonnie Ingram Cited in Wall Street Journal Letter about Ethanol

In a letter entitled "Oil Substitutes Are a Growing Possibility,"

published in the Wall Street Journal March 3, 2006, James Woolsey and Robert McFarlane cite UF ethanol researcher Lonnie Ingram regarding substantial reductions in enzyme costs to produce ethanol from cellulose.

Robert McFarlane, national security adviser to President Ronald Reagan from 1983 to 1985, now chairs an energy development firm in Washington. James Woolsey, vice-president of Booz Allen Hamilton, was director of central intelligence from 1993-95.

Ingram is a Distinguished Professor in the Department of Microbiology and Cell Science, and Director of the Florida Center for Renewable Chemicals and Fuels. He is also affiliated with start-up company BC International, which develops and produces renewable biofuels. Ingram has lobbied for years for ethanol as a viable alternative to gasoline.

Gainesville Economic Summit April 26, "Capturing Innovation"

The Gainesville Area Innovation Network (GAIN) is inviting all community leaders and those interested in technology-based economic development to attend its second economic development summit. The event will be particularly valuable to developers interested in collaborating to provide the physical infrastructure and other resources necessary to foster the growth of early-stage companies – key to diversifying the community's economy.

Speakers from other university communities such as Georgia Tech and the University of Michigan will share stories of how their communities worked together to capitalize on innovation for purposes of economic development. Facilitated discussions will follow.

The event will be held Wednesday, April 26 from 8:30 a.m. to 1:30 p.m. at the Gainesville Country Club. For more information visit the GAIN website at www.gain-net.org. RSVP to Linda Garcia at GarciaLinda@cox.net or call (352) 745-6175.

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TRAINING

BioFlorida Annual Conference

BioFlorida's 8th Annual Conference, entitled "Building the Vision: From Cornerstone to Capstone," was held in Palm Beach February

21-22 after being rescheduled due to last fall's hurricane activity. The University of Florida was well represented, with leadership from the Office of Technology Licensing, Sid Martin Biotechnology Development Incubator, Center of Excellence for Regenerative Health Biotechnology, and Florida Sea Grant hosting a booth with information about UF research.

BioFlorida has been essential in bringing together industry, academia and government to advance business, education, technology transfer, workforce development and financial opportunities in Florida's bioscience industry. BioFlorida is Florida's independent statewide bioscience organization, focused on advancing the commercialization of research and working to further develop existing companies, launch start-up companies and attract new business to Florida.

BioFlorida's 9th annual conference will be held in Gainesville this fall. Plan to attend the event, which features panel discussions on subjects critical to building the bioscience industry, with tracks on Bioscience, BioBusiness, and BioDeals. For more information, visit BioFlorida [online](#).

MARK YOUR CALENDAR NOW!

**BioFlorida's
9th Annual Conference**

November 14-15, 2006

Your opportunity to network, collaborate, and develop strategic alliances with Florida biotech companies and research institutions!

Gainesville
Hilton University Conference Center

BIOFLORIDA
Advancing Bioscience in Florida

www.bioflorida.com

Greenwoods Return in April for Semi-annual SBIR/STTR Workshops

UF start-up companies have had extraordinary success with applications for funding through the federal government's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) grant programs. UF companies within the UF Sid Martin Biotechnology Development Incubator (BDI) in Alachua have a win rate of 43% on SBIR and STTR phase I and II applications, compared to a 10-12% national average success rate.

One element contributing to this success has been the high caliber instruction UF strives to provide to its entrepreneurial faculty. Over the past several years, UF's Office of Technology Licensing (OTL) and its partners have brought national SBIR/STTR experts Jim and Gail Greenwood to the community to help start-up businesses access these excellent funding sources.

The Greenwoods will lead another workshop in Gainesville on April 20. This workshop will cover the basics of SBIR/STTR, including recent changes to the programs (such as the requirements for submitting NIH proposals electronically). The Greenwoods will also discuss a simple but effective four-step process for developing a competitive Phase I SBIR or STTR proposal.

This promises to be an excellent introduction to the SBIR/STTR programs for newcomers, as well as a benefit to more experienced individuals who want to improve their SBIR/STTR proposal preparation skills. The April 20 event is open to anyone wishing to attend. Please RSVP to Terry Lemesh at tjlemesh@ufl.edu or call (352) 392-8929.

GTEC Hosts 2006 Roundtable Discussion Series for Early-Stage Technology Enterprises

The Gainesville Area Innovation Network (GAIN) is presenting a series of roundtable discussions aimed at potential, new, and early-stage technology entrepreneurs. The series will provide expert tips on organizing, launching and operating an early stage technology enterprise, and how to avoid pitfalls and mistakes many entrepreneurs make in the early stages of their technology enterprises.

On February 16, over 30 entrepreneurs attended the kick-off session, "Organizing and Launching Your Technology Enterprise," which covered issues such as assembling a management team of business and technical/scientific people, and vesting ownership in the company over time.

Other sessions include "Obtaining Early Stage Funding from Family, Friends and Angels" on March 23 and "Operating Your New Technology Enterprise" on April 20.

GAIN's mission is to encourage technology enterprises to start up and develop in the Gainesville area by providing them with support through networking and educational opportunities. GAIN President Jane Muir, who serves as Associate Director of UF's Office of Technology Licensing, says "This discussion series goes a long way toward accomplish our goal of furthering the growth and maintenance of technology enterprises in the Gainesville area."

For more information about GAIN, visit the website at www.gain-

[net.org.](#)

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START-UP SUCCESS

Sinmat Welcomes New VP for Business Development

UF start-up Sinmat, Inc., a technology solutions developer for the semiconductor manufacturing industry, has hired Dr. Pankaj Agarwal as Vice President, Business Development to commercialize the company's various CMP processes and to raise non federal funding.

Dr. Agarwal comes to Sinmat with extensive experience in business development and new technology commercialization. He founded and was managing director of a startup fuel cell company in Zurich, Switzerland, which achieved over \$1 million in sales in less than a year. Author of over 25 papers, Dr. Agarwal has helped energy, alternative power, and new material development organizations in North America, Western Europe, and South Asia implement advanced diagnostic solutions. He has a Ph.D in Chemical Engineering from the University of Florida, an MBA from the Rotterdam School of Management, and a degree in Chemical Engineering from the Indian Institute of Technology.

For more information about Sinmat, Inc, visit the Startup Companies page at www.otl.ufl.edu.

Industry Executive William Wells Joins ViewRay as Vice President

UF start-up ViewRay is pleased to announce that accomplished industry veteran, William "Will" Wells, has joined the Company as Vice President of Sales and Marketing.

Mr. Wells has an extensive executive background in the radiotherapy industry, including serving as VP of Sales for NOMOS, Clini-Therm International, BSD Medical, and Elekta Oncology Systems. He was Director of Radiotherapy – North America for Philips, and has held positions with Varian.

Mr. Wells' first focus is on development of the *IGRT Leadership Alliance*, eight carefully selected U.S. cancer clinic sites where ViewRay's Renaissance™ System will premier. The Renaissance™ is both a device and a process for performing high temporal and spatial resolution MRI to significantly improve the accuracy of

radiation doses delivered to patients. The Renaissance™ system circumvents heretofore insurmountable engineering and safety challenges and promises to allow treating physicians, for the first time in the history of radiation therapy, to know precisely where the dose is going and if it is actually hitting the intended target.

ViewRay CEO Russell Donda adds, "Not only are we excited to have Will on the team, but we are looking forward to the collaborations being created out of the new *Leadership Alliance*. Interfacing with some of the best and brightest in the industry will help make the Renaissance the best it can possibly be."

For more information about ViewRay, Inc., visit the company's website at www.viewray.com or go to the Office of Technology Licensing site at www.otl.ufl.edu and click on Startup Companies.

EpicTide Featured in Financial Services Technology Report

EpicTide, Inc., a leading provider of security information management solutions, is featured in the Financial Services Technology Report, Q1 2006. The report quotes EpicTide CEO Kurt Long extensively in a panel discussion of the challenges facing the financial services industry in terms of compliance. Financial Services Technology is an online publication of GDS International, focusing on business issues relating to identity theft, ATMs, storage, identity and access management, anti money laundering, and integration. Read the article [here](#).

EpicTide is a leader in solutions that help organizations increase their security responsiveness, automate compliance and reduce associated costs. The company is privately held and is located in St. Petersburg, Florida. To learn more about EpicTide or the Financial Services Technology Report, visit www.epictide.com or www.usfst.com.

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[Calendar of Events](#)
