

# North Carolina Biotechnology Center Business & Technology Development Programs

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John P. Richert

Vice President, Business & Technology Development



**North Carolina  
Biotechnology Center**

# Business Resources at the Biotechnology Center

## Funding Programs

- Designed to support North Carolina biotechnology companies

## N C Life Science Business Development Initiative

- To facilitate potential partnering opportunities between North Carolina life science companies and larger companies

## Networking / Education

- Biotech Forums, Biotech Day

## Library

- Excellent resource for the “business of biotechnology”

# Biotechnology Center Loans

## Inception



## Research



## Growth



- BDL requires equal matching by the company
- TEAM optimizes in-kind assistance
- SGL requires equal matching by VC's, angel network

# Biotech Center Loans - Inception -

## Technology Evaluation & Acceleration Model (TEAM)

- \$50K for North Carolina university spin outs
- Leveraged with mentoring, stakeholder “contributed services” and CEO recruitment through BATON program

## Business Development Loan (BDL)

- \$25K to help start companies not emanating from the university setting
- Biotechnology Center money must be matched by the company

# Biotech Center Loans

## - Research -

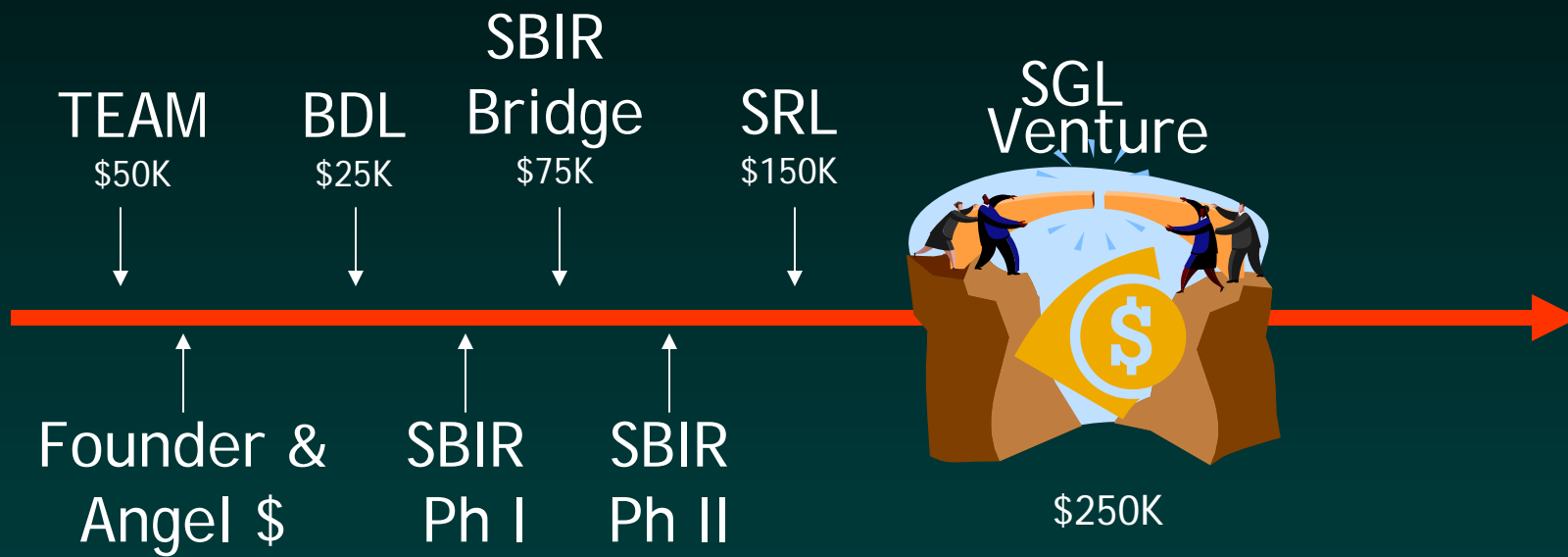
### SBIR Bridge Loan (RBL)

- \$75K to support company research between SBIR Phase 1 and Phase 2 grant

### Small Business Research Loan (SRL)

- \$150K to support product development research
- Business plan and research proposal reviewed by outside reviewers

# Impetus for the Strategic Growth Loan



## Strategic Growth Loan (SGL)

- The company has achieved a commercially-important POC, (e.g., through SRL, SBIR grant)
- Leverages the Biotech Center's \$250,000 loan through a matching investment from either an angel network or a venture fund
- Provides a significant level of funding that will help the company reach a meaningful, fundable event
- For company growth, not restricted to research
- Not for "bricks and mortar" or "C-level" employee salaries / benefits

# Loan Terms

Loans are tranching:

- 50% upon signing
- 40% upon mid-point report
- 10% upon final report

Unsecured

5 - year balloon payment

1 percentage point above prime

For loans of \$75,000 or above, we take 25% of the loan amount in warrant coverage