

Engaging at the
Core of Biotechnology

Growing the Central Virginia Bioeconomy

Albemarle Economic
Development Authority
May 17, 2022

CvilleBioHub is a recognized leader across Virginia in industry cluster development

KEY PROGRAMS

EDUCATION

- Hosted events
- Experiential knowledge-sharing

ENTREPRENEURSHIP

- Entrepreneur-in-Residence
- Pitch Reviews
- Angel Investor Introductions
- Boutique consulting

CONNECTION

- Weekly office hours
- Networking
- Vetted resource recommendations

WORKFORCE

- CHIP Internship Program
- Jobs Board for companies
- Job Matching for job seekers



Biotech Industry in the greater Charlottesville area results in high economic multipliers.



1950 direct jobs

For every 1 job in the CBR, 2.7 additional jobs are created.

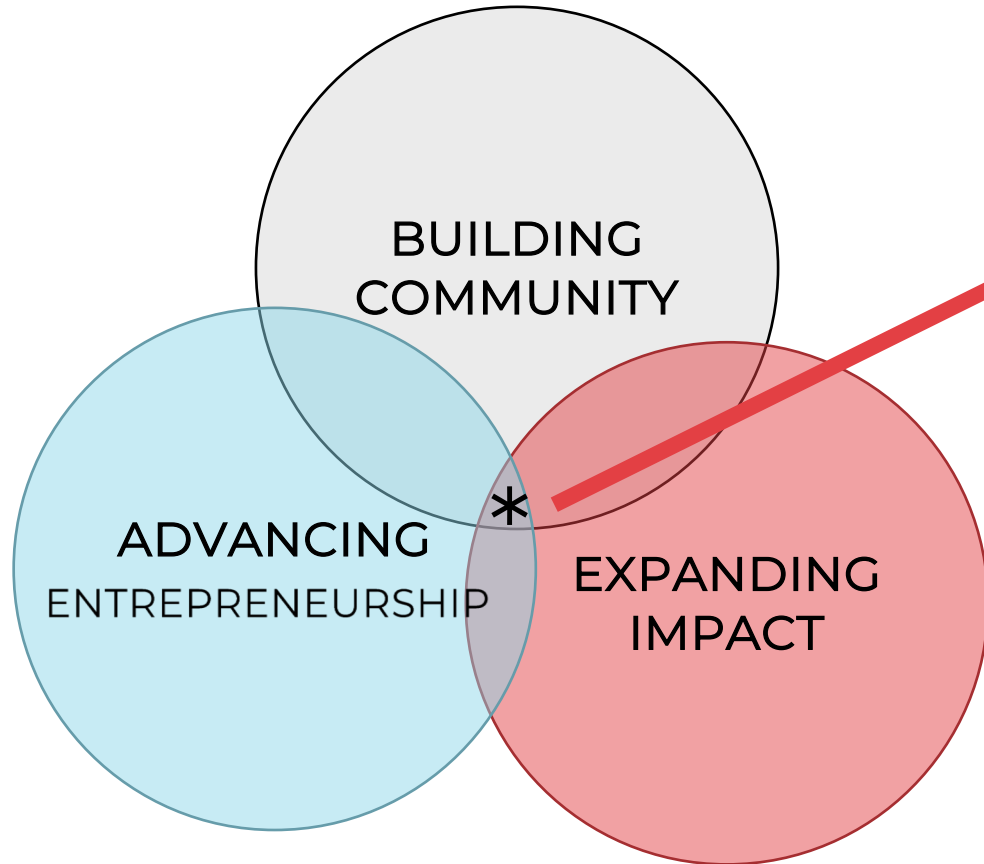
\$350M in wages

The CBR average annual salary is \$93K, 2x that of other industries in the region.

\$1.2B of output

Industry output measures goods produced and sold by companies in CBR.

2021-22 Strategic Pillars



* will lead to:

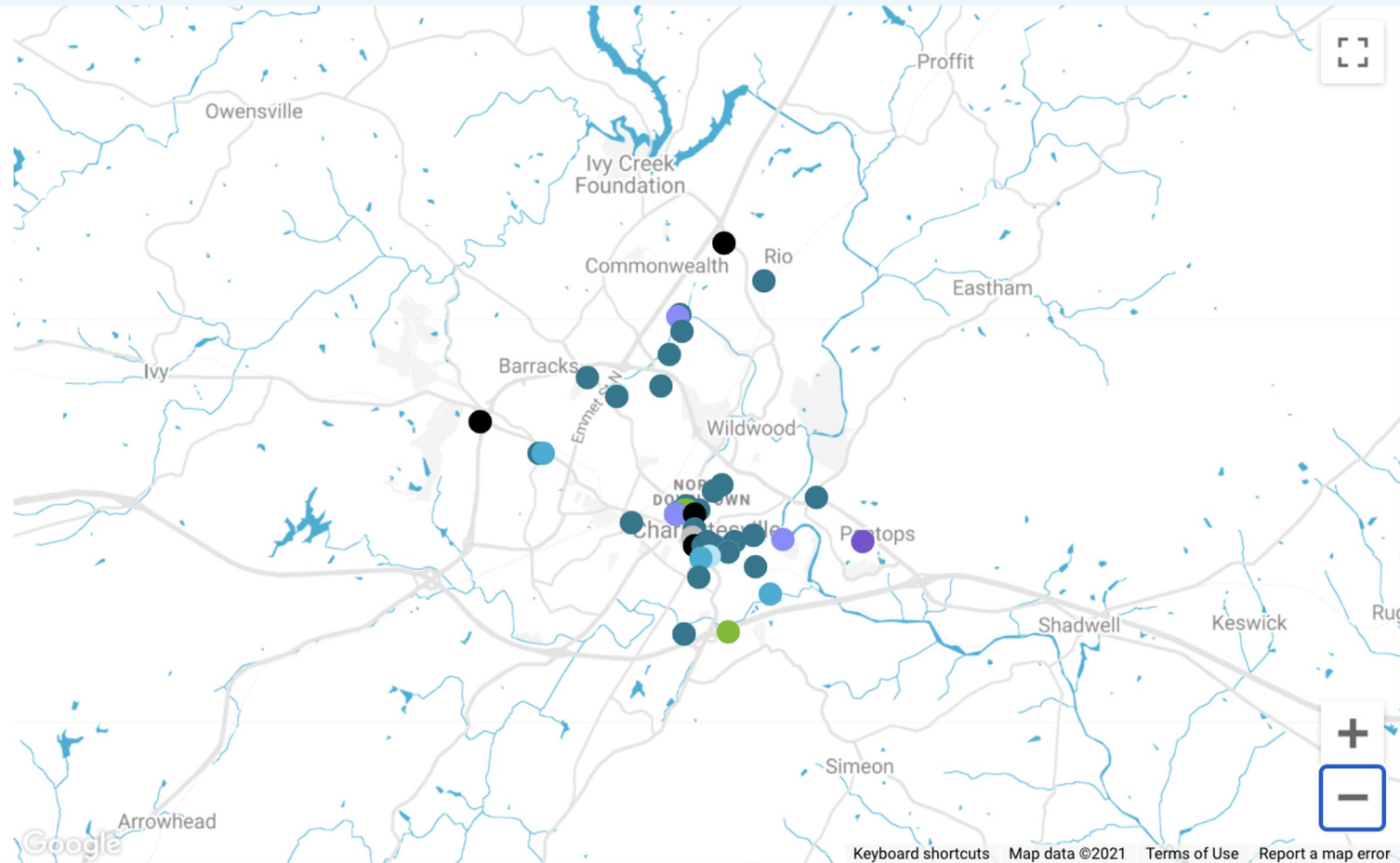
- broad awareness of industry cluster
- increased community interaction
- improved talent placement & retention
- capital attraction to the region
- higher company success rates

CvilleBioHub serves Region 9 companies, including many in Albemarle County

OUR NETWORK CLUSTER

SECTOR KEY

- *Devices & Instrumentation*
- *Clinical Research*
- *Therapeutics*
- *Health Tech & Software*
- *Biomanufacturing*
- *Agriculture & Food Tech*
- *Consulting*
- *Foundations & Non-profit*



GO Virginia Outcomes: Jan 2020 - Dec 2021



| Performance Measure | Projected | Achieved | % of Goal |
|---------------------------------|-----------|----------|-----------|
| New Jobs Created | 70 | 416 | 594% |
| New Internships Created | 15 | 36 | 240% |
| New Businesses Created/Retained | 7 | 16 | 228% |



Entrepreneur-in-Residence Program



32 companies served

7 companies created/retained

\$9-10M being raised by companies

Activity in 2020-2021

Charlottesville is poised as a strong market, especially post-pandemic

Access to Seed Capital



North Fork Research Park



Center of Developing Entrepreneurs (CODE)



Licensing & Ventures Group
Seed Fund



Vault Virginia



Operational Efficiencies

Average Wet Lab Facilities Lease
SF: \$110 psf
Boston: \$98 psf
RTP: up to \$35 psf
Charlottesville: \$25 psf

Strong Talent Pipeline



Regional Innovation Funds, Progress to Date

ACTIVITIES

Q1 2022

Attended quarterly ecosystem meeting

Planning for quarterly ecosystem gathering

EIR activity expands and continues

Developed action plan for DEI working groups and identify key stakeholders

Q2 2022

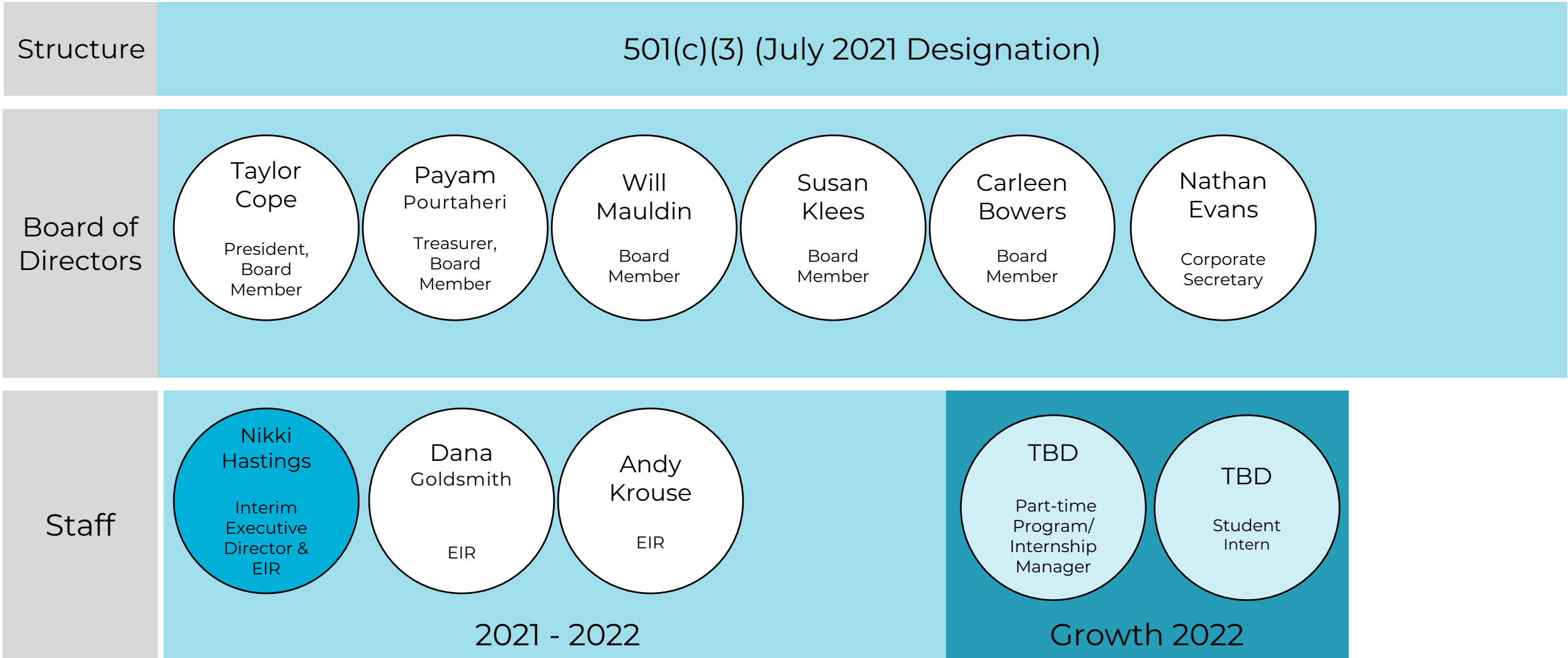
Ecosystem gathering - Connection through Community at Vault Virginia, with Venture Central, Vault Virginia and VIPC on April 20 as part of Tom Tom week

EIR activity: 17 companies served to date

Joint pitch review with UVA LVG (BrightSpec)

2 In-person CvilleBioHub events hosted, open to entire ecosystem for attendance

2021-22 Organizational Structure



Key Partners and Community Supporters



Achieving Sustainability

Future sustainability for CvilleBioHub will be achieved through:

- grants
- private donations
- company contributions
- sponsorships

We have demonstrated value within the industry in 2021/22 by attracting funding from company leaders participating in our Circle of Leaders program.





AgroSpheres



INDOOR
biotechnologies LTD



Springbok
ANALYTICS



OWL PEAK
LABS



RIVANNA



CIRCLE OF LEADERS



cerillo



sound·pipe
therapeutics



Liquet



SLATEBIO



atelerix
LIFE SCIENCES



ZielBio



MicroGEM



PS
FERTILITY



BrightSpec



HEMOSHEAR
THERAPEUTICS



ArcheMedX

Our Request

GROW WITH US. CvilleBioHub has been recognized as a model BioHub in Virginia.

We are seeking \$25K in funding support in 2022 to enable our continued work in the entrepreneurial ecosystem.

These EDA dollars will serve as match for our VIPA Regional Innovation Fund Grant application Fall 2021.

