

# 2017/18 YEAR IN REVIEW



## *Reflecting & Moving Forward*

### MESSAGE FROM THE PRESIDENT

**In October 2019, NCBIO will host its 25th Annual Meeting.** The Organization has changed significantly since 1994 when a small group of leaders started building a trade association for the life science industry in North Carolina.

Our industry has grown dramatically over the years with more than 700 life science companies now fostering innovation, investing in the future, making an economic impact in communities across our State, and producing products that improve our lives.

Moving into our 2018-19 membership year, we're focusing on workforce issues that will impact our expanding companies and those moving here with new technologies. We are working with lawmakers and companies to increase innovation and funding opportunities. We are developing options for addressing waste water issues facing our companies.

As you move through this document and see the ways we've served you in the past year, please feel free to send me or other staff members your ideas for advancing our industry and NCBIO in 2018-19.

*"Our industry has grown dramatically over the years with more than 700 life science companies now fostering innovation, investing in the future, making an economic impact ..."*

The Organization has been involved in many activities during the past year. We've had the privilege to assist the Legislative Life Science Caucus on visits to industries and institutions, advocate before the General Assembly and Congress, and provide networking opportunities at our Annual Meeting, Legislative Reception, and Forums.

SAM TAYLOR

**NCBIO PRESIDENT**

## STATE ADVOCACY

### Strengthening Support for the Industry

Reinstatement of SBIR funding was one of the key issues for NCBIO during the 2018 General Assembly Session. Legislators authorized \$1M for SBIR matching grants through the One North Carolina Small Business Fund. Other key issues supported during the session were:

- ♦ An additional \$450,000 to the North Carolina Biotechnology Center for market research and communications (to capture life science company repatriation investments)
- ♦ \$2,000,000 in state matching funds for NCSU and other academic institutions to participate in the National Institute for Innovation in Manufacturing BioPharmaceuticals (NIIMBL)
- ♦ Carry-forward of 2016-17 funds for a food processing innovation center at North Carolina Research Campus at Kannapolis
- ♦ The addition of three genetic diseases to the State's Newborn Screening Program, authority for NC DHHS to add additional diseases identified by federal government, and long-term funding mechanism for newborn screening

"This was a short session primarily to adjust the budget, so lawmakers did not take up any major issues related to the life sciences," stated Sam Taylor, President of NCBIO. "We are pleased with these funding issues approved by lawmakers."



JUNE / 2018  
LEGISLATIVE RECEPTION



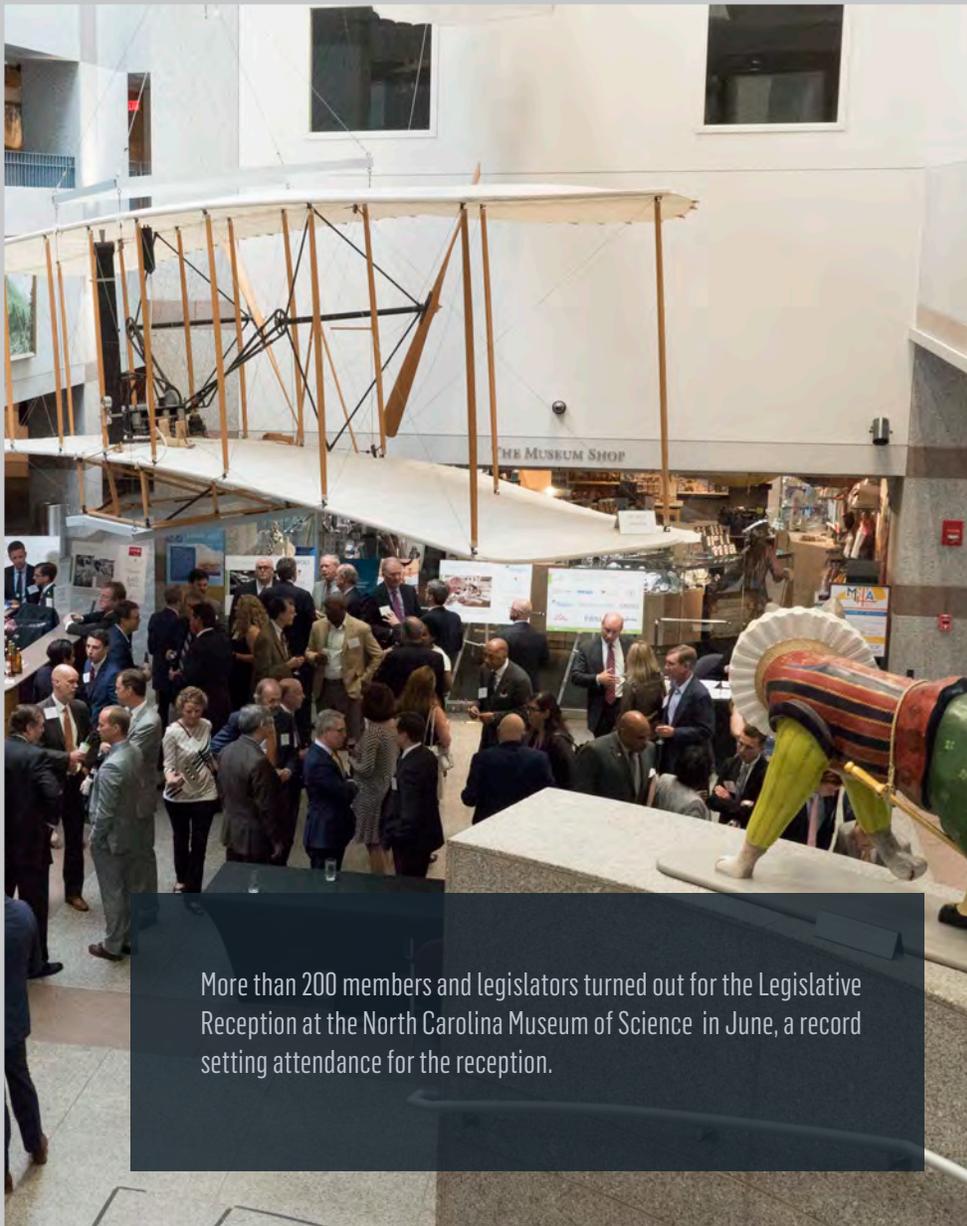
## NETWORKING

*Members, legislators and guests come together for networking and programs at several NCBIO events throughout the year.*

The NCBIO Annual Meeting provides opportunities to learn about trends in the industry and time to network with other members and policy leaders. ●

## OCTOBER / 2017 ANNUAL DINNER & MEETING





More than 200 members and legislators turned out for the Legislative Reception at the North Carolina Museum of Science in June, a record setting attendance for the reception.

## MEMBER SAVINGS

**Discounts to Events** – Through NC BIO membership, companies get discounts to the BIO Convention, BIO Partnering at the JP Morgan Conference, the BIO Investor Forum, CED Life Science Conference, The MedTech Conference, Medical Device Manufacturers Association (MDMA) programs, the Precision Medicine World Conference, and many other events.



**BIO Business Solutions**® provides NC BIO members with discount prices on numerous products and services. With more than \$350 million in annual sales, BIO Business Solutions® aggregates the purchasing power of over 3,400 life science companies from North America. Find out more about NC BIO discounts at [bbs.bio.org/content/north-carolina-biosciences-organization-ncbio](http://bbs.bio.org/content/north-carolina-biosciences-organization-ncbio).

*A life science company in North Carolina, with 20 full time employees, taking advantage of just two of the BIO Business Solutions® offerings, cut costs by \$61,025 in just one year, a savings of 51%!*

In addition, at least two NC BIO affiliate members are offering discounts to you. Check out opportunities from MedNet and Veracity Logic at [www.ncbioscience.net/discount-savings](http://www.ncbioscience.net/discount-savings). Please contact Laura Gunter, [lgunter@ncbioscience.net](mailto:lgunter@ncbioscience.net) if your company would like to offer discount services to NC BIO members.

## JANUARY / 2018 PRIVACY & DATA SECURITY FORUM



Know your data and what is most valuable to the company and then develop protocols to protect that data.

## MAY / 2018 DIGITAL HEALTH FORUM

The intersection of digital health, medical devices, drug development, and drug delivery was the focus of the event. Panelists discussed challenges and opportunities in the digital health field.



**Sam Taylor and BIO Fly-In participants present award to Senator Richard Burr**



**NC Legislative Life Science Caucus at tour in Kannapolis**

## FEDERAL ADVOCACY

### Strengthening Legislative Support for the Industry

NCBIO worked with national partners AdvaMed, BIO, MDMA, PhRMA, We Work for Health and other organizations on issues such as:

- ♦ Repeal of Medical Device Tax
- ♦ Medicare Affordability & Access
- ♦ Drug Pricing
- ♦ Dangers of Drug Importation
- ♦ Medicare Parts B & D
- ♦ Patent Reform

As part of the federal advocacy, NCBIO participated in the AdvaMed Fly-In, BIO Fly-In and We Work for Health Fly-In. The Fly-Ins give members and staff the opportunity to have one-on-one conversations with U.S. Representatives and Senators.

NCBIO assisted the Life Science Caucus with tours to:

- ♦ **Aug / 2017** - Raleigh and Durham to visit the NCBioImpact Training Program – BTEC (NC State University), BioNetwork (NC Community College System) and BRITE (North Carolina Central University)
- ♦ **Oct / 2017** - Greenville to learn more about the Pharmaceutical Services Network supported by Pitt Community College and East Carolina University
- ♦ **Feb / 2018** - Winston-Salem to visit Cook Medical and the Wake Forest Innovation Quarter
- ♦ **Mar / 2018** - Kannapolis to visit the NC Research Campus and learn more about university-company partnerships
- ♦ **Jun / 2018** - The Caucus also held one meeting on Precision Medicine during the 2018 Legislative session.

## JULY / 2018 LAB SPACE FORUM



Lab space is in demand and rents are going up according to panelists at the July Forum.

## AUGUST / 2018 LEGISLATIVE UPDATE

Lawmakers updated members on the 2018 General Assembly session. They discussed the importance of the Life Science Caucus in educating members about the industry.

## PROMOTING THE INDUSTRY

### Strengthening Support for the Industry

- ◆ NCBIO President Sam Taylor was one of two panelists discussing the “Biotech Boom in North Carolina” on the IN FOCUS program of Spectrum News in the Triangle.
- ◆ Sam Taylor served as moderator for the Bold Breakthroughs Summit that was hosted by #GOBOLDLY, PhRMA and *Business North Carolina*. Local researchers, patient advocates, community leaders and experts from the state’s biopharmaceutical industry participated in the public policy forum to discuss medical breakthroughs and biotechnology research.
- ◆ NCBIO worked with *Business North Carolina* magazine on articles about the life science industry. The April issue featured biomanufacturing in the State. The June issue focused on advances that the life science sector is making in health care.
- ◆ NCBIO joined NCBiotech, First Flight Venture Center, and other organizations in hosting the Small Business Administration’s SBIR Road Tour, which offered one-on-one meetings and funding discussions with federal SBIR program leaders.

### The Biotech Manufacturers Forum

The Biotech Manufacturers Forum members share best practices. Programs included:

- ◆ **Dec / 2017** - Company Expansion Plans
- ◆ **Mar / 2018** - Update on NCBioImpact
- ◆ **Jun / 2018** - Checking Business Fitness
- ◆ **Sep / 2018** - Recruiting and Retention of Employees

**Top**  
Biomanufacturing  
leaders on steps at  
Biogen

**Bottom**  
John Wagner leads  
discussion at NCBIO  
BMF Meeting.



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*NCBIO appreciates all the support we receive from our members each year. We look forward to working with you in 2018-19 as we prepare for a new session of the General Assembly, plan our Forums and events, take on new projects to strengthen your companies and prepare for our 25th year.*

**On the web:** [ncbioscience.net](http://ncbioscience.net)  
**Follow @ncbio:** Twitter and LinkedIn  
**Contact us:** 919-281-8960

**Visit us:** 4505 Emperor Blvd, Suite 105,  
Durham, North Carolina 27703  
**Mail us:** P.O. Box 14354, RTP, NC 27709