

NCBIO This Month

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NCBIO Assisting Members on COVID-19 Issues

Solving COVID-19

NCBIO has been holding calls and working with members on issues surrounding stay-in-place orders, best practices for monitoring temperatures, and restat issues as stay-in-place orders are phased out. NCBIO is working with AdvvaMed, BIO and PhRMA to monitor activities in other states or countries that might serve as models for North Carolina.

NCBIO co-hosted a virtual webinar with the Small Business and Technology Development Center (SBTDIC) on "Navigating Through COVID-19." Mike Seibert, Director of International Business Development, and Mike Carries, Manager of Investor-Ready Entrepreneur for the SBTDIC, talked with members about the impacts of COVID-19 on small businesses, tasks to focus on and federal loans and other relief programs available. Carries noted that in these "uncertain times it was challenging to raise capital." Seibert discussed strategies that could be used in modifying business models. For more information, email info@sbtdc.org.

The **Conaway Group** and NCBIO also hosted a virtual webinar on "Understanding COVID-19 Research and Funding Opportunities." Jessica Kenyon of The Conaway Group and Rosemarie Hunziker of Conxion Life Sciences commented reviewed current federal funding opportunities. Kenyon said, "That in some respects the federal programs and guidelines were evolving on a daily basis." The two panelists reviewed various federal funding opportunities and suggested some strategies for attracting the interest of organizations such as NIH, noting the importance of being targeted in communication messages to the agencies. For more information, contact Manly.Rhudy@conaway.com.

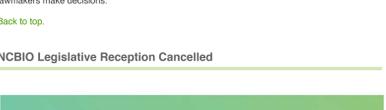
NCBIO will be working with the State and county governments on plans to phase nonessential workers back into workplaces. We are gathering information from members to use as part of our recommendations.

Please let us know if there are issues of concern to your company or if you have best practices you would like to share with other members. You may send information to ncbioadmin@ncbioscience.net, and Casey Nelson will share with others on the NCBIO staff. [Click here](#) for NCBIO information and COVID-19 resources online.

NCBIO thanks our members for the work you are doing now to provide for the health and safety of all.

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General Assembly Returns



Lawmakers return for the 2020 session April 28. The focus will be on legislation related to the COVID-19 impacts on North Carolina. Legislative committees have been meeting remotely on education, health, economic support, state operations and other topics.

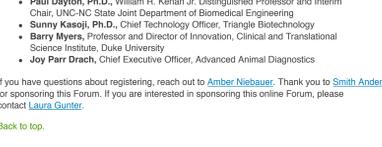
Legislators have discussed a \$75M short-term loan program for small businesses that could loan companies up to \$50,000 with interest rates of no more than 4%. Details are still being worked out. It appears funding will be through the Golden LEAF Foundation, which has an established program for small businesses. Current plans call for loans to be accessible to companies with less than 100 employees. Lawmakers are also looking at options to help those who have been unemployed because of the pandemic.

Legislative leaders have limited access to the General Assembly for this session to lawmakers, staff and the media. They have also indicated they will not take up a number of issues left over from the 2019 session and will keep this session short.

"NCBIO is monitoring the legislative committees remotely and has been keeping members informed as lawmakers on several issues," said President Sam Taylor. "We will keep members informed as lawmakers make decisions."

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NCBIO Legislative Reception Cancelled



NCBIO has made the difficult decision to cancel the June 9 Legislative Reception. We are planning to showcase our member companies and sponsors to our legislators via a digital platform in the near future. Thank you to our members for submitting a slide highlighting your company and the economic impact in NC. If you have questions about the Reception, contact [Amber.Niebauer](mailto:Amber.Niebauer@ncbioscience.net). Thank you to [Astellis.BIO](mailto:Astellis.BIO@ncbioscience.net), [Biogen.Gritalis](mailto:Biogen.Gritalis@ncbioscience.net), [PhRMA](mailto:PhRMA@ncbioscience.net), and [Picogen](mailto:Picogen@ncbioscience.net) for continuing to support NCBIO in these efforts.

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Medical Device Forum June 2

Join us online for a panel discussion focused on [Medical Devices, Product Strategy and Implications](#) on June 2 from noon to 1:30 p.m. Panelists will highlight new technologies, convergence, combination products, hurdles, regulatory, etc. This will provide members an opportunity to learn about the technologies and companies coming out of the biomedical programs.

Moderated by: [Manthan Bhatt](#), Director, State Government & Regional Affairs, AdvvaMed

Speakers include:

- **Arthur Alfaro**, Chief Executive Officer and Director, 21MedTech
- **Paul Dayton, Ph.D.**, William R. Kenan Jr. Distinguished Professor and Interim Chair, UNC-NC State Joint Department of Biomedical Engineering
- **Sunny Kasoji, Ph.D.**, Chief Technology Officer, Triangle Biotechnology
- **Barry Myers**, Professor and Director of Innovation, Clinical and Translational Science Institute, Duke University
- **Joy Parr Drach**, Chief Executive Officer, Advanced Animal Diagnostics

If you have questions about registering, reach out to [Amber.Niebauer](mailto:Amber.Niebauer@ncbioscience.net). Thank you to [Smith Anderson](mailto:Smith.Anderson@ncbioscience.net) for sponsoring this Forum. If you are interested in sponsoring this online Forum, please contact [Laura Gunter](mailto:Laura.Gunter@ncbioscience.net).

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NC Recognized as Life Science Hub in National Publication

North Carolina is recognized as a hub for the life science sector in a recent publication about the industry. Low taxes and lower operating costs are some of the attractions for the industry according to the article. The North Carolina Biotechnology Center (NCBioTech) worked with the publication. [More](#)

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Venture Connect Starts May 4

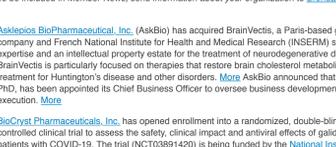
[Venture Connect Online](#) is a virtual event experience that gives you access to over 90 of the region's early-stage growth tech and life science companies from the comfort of your own home in a virtual 5-part on-demand format.

Ticket holders will have access to up to eight on-demand episodes a week every Monday beginning May 4th. Each week a mix of up to 15 Tech and Life Science company pitches will be posted, as well as online education options and exclusive LIVE investor discussions. [Find out more.](#)

The annual Venture Connect event was scheduled for March 17-19 but had to be changed to a virtual event because of the COVID-19 pandemic.

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Surveys on Life Science Employment



NCBIO is encouraging members to participate in two surveys on life science employment. NCBIO is participating in the [2020 National Life Sciences Hiring & Compensation Survey](#), which we are producing in collaboration with the [Coalition of State Bioscience Institutes](#) and [Gallagher Surveys](#). The final report from this survey will include hundreds of positions broken out by research specialty, region, size and other factors – making it a premier source of detailed employment information.

Several NCBIO members have already participated in the survey. It is a challenging time for companies, however we strongly request that your company at least participate in the workforce part of the survey [here](#). (Please note while survey has been paused, members are still encouraged to go ahead and participate now.) It should take only about 20 minutes for this section and more participants will make that data much more relevant.

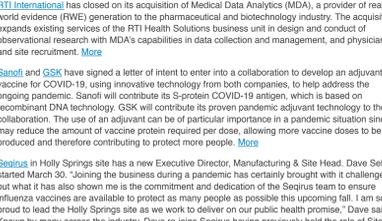
NCBIO is also working with Wake County Economic Development (a program of the Raleigh Chamber), the City of Raleigh, and the Capital Area Workforce Development Board on a regional skills analysis. This is an update to the 2017 [Triangle Talent](#) initiative that provided a three year forecast on skills and hiring needs in the Triangle region. This year, the Wilmington Chamber of Commerce and Cape Fear Collective joined in to launch the same survey in Southeastern North Carolina. The survey is being conducted by RTI International. [Click here](#) to participate.

If you have questions about either survey, contact [Brenda Summers](mailto:Brenda.Summers@ncbioscience.net) at NCBIO.

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At the National Level

BIO 2020 is Now BIO Digital June 8-12



"Big BIO" might look a bit different this year, but you can still rely on BIO to bring the industry together. BIO Digital, June 8-12, promises to bring you access to key partners via [BIO One-on-One Partnering](#), educational resources to help drive your business, and insights you need to continue critical resource and development.

- So far attendees from over 20 countries have [registered](#) for BIO Digital!
- Did you know – BIO One-on-One Partnering features new virtual enhancements including a 24-hour calendar that automatically detects your time zone? This will make it easy to schedule meetings with partners around the globe.
- If you're taking things up a notch in Partnering this year, [ESSE for the Advanced BIO One-on-One Partnering Webinar: Partnering Power Tools](#) webinar on May 7.

If you haven't already, [register for BIO Digital today](#) and start planning your experience. Block off your calendar and make room for an exciting week of partnering, education, and virtual collaboration.

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Member News

To be included in Member News, send information about your organization to [Brenda Summers](mailto:Brenda.Summers@ncbioscience.net).

AskBio and **BioPharmaceutical, Inc.** (AskBio) has acquired BrainVectis, a Paris-based gene therapy company and French National Institute for Health and Medical Research (INSERM) spin-out with expertise and an intellectual property estate for the treatment of neurodegenerative disorders. BrainVectis is particularly focused on therapies that restore brain cholesterol metabolism as a treatment for Huntington's disease and other disorders. [More](#) AskBio announced that Don Haut, PhD, has been appointed its Chief Business Officer to oversee business development strategy and execution. [More](#)

BioCryst Pharmaceuticals, Inc. has opened enrollment into a randomized, double-blind, placebo-controlled clinical trial to assess the safety, clinical impact and antiviral effects of galsulfvir in patients with COVID-19. The trial (NCT03891420) is being funded by the [National Institute of Allergy and Infectious Diseases \(NIAID\)](#), part of the National Institutes of Health. [More](#)

Biogen Inc. released its 2019 Corporate Responsibility Report that demonstrated continuous progress across several environmental, social and governance (ESG) metrics. The report outlines the company's long-term commitment to corporate responsibility by taking a multi-stakeholder approach to business decisions, creating a more inclusive culture, reducing its environmental footprint and increasing reporting transparency on ESG issues. [More](#)

Cambridge has completed an expansion of its biopharmaceutical analysis capabilities at the Durham site. "The expansion began in response to a customer request to support a BioSafety Level 1 (BSL-1) organism and grew from there based on broader customer response," said Elliott Franco, Durham Site Director. [More](#) Troy Player has been appointed as President, Early Stage Development and Testing (ESDT) for Cambridge. In his new role, he has responsibility for operations at the Agawam, Massachusetts; Durham, North Carolina; Edinburgh, UK; High Point, North Carolina and Longmont, Colorado facilities. [More](#) Cambridge will host a webinar on "Understanding the importance of crystallization processes to avoid unnecessary cost, risk and development delays", Wednesday, May 27 at 10am ET. [More](#)

Cushman & Wakefield CEO Brett White was interviewed by CNBC about changes to the workplace and likely increase in remote working moving forward relating to the COVID-19 pandemic. [Interview](#) The Cushman & Wakefield local team is assisting life science companies with rent expense reduction strategies available to them and educating companies on successful procedures to reentering the workplace once government restrictions are lifted. Please reach out to the local team if your company would benefit from connecting with a local office and laboratory real estate expert.

First Light Venture Center announced that Krista Covey will become the new President of the organization May 18. Krista was Vice President of Economic Development & Operations for VelocityTX, a bioscience and life science center of innovation in San Antonio. Andy Schwab left as leader of First Light to become CEO of Panacotia.

Merck & Co., Inc., Pfizer Inc., and Eli Lilly and Company announced medical service volunteer programs to enable employees who are licensed medical professionals to aid in the fight against COVID-19 while maintaining their base pay. This new effort is one of the many ways that America's biopharmaceutical companies are coming together to fight COVID-19. Together, these three major biopharmaceutical companies employ thousands of doctors, nurses, pharmacists, medical laboratory technicians and other medical professionals whose services are in high demand during the COVID-19 pandemic. Some of these companies are expanding their existing corporate volunteer programs so that qualified employees who opt to serve can do so for a longer period of time than normally allowed. [More](#)

Pfizer Inc. and **BioNTech SE** have announced that the German regulatory authority, the Paul-Ehrlich-Institut, has approved the Phase 1/2 clinical trial for BioNTech's BNT162 vaccine program to prevent COVID-19 infection. **Pfizer** and **Pfizer** are jointly developing BNT162. The trial is the first clinical trial of a COVID-19 vaccine candidate to start in Germany and is part of a global development program. **Pfizer** and **BioNTech** will also conduct trials for BNT162 in the United States upon regulatory approval, which is expected shortly. [More](#)

A business of **PPD**, Accelerated Enrollment Solutions (AES), has launched a new program to help biopharmaceutical companies maintain business continuity during the global COVID-19 pandemic by transferring clinical trial patients to AES' dedicated research sites from their research facilities impacted by the coronavirus crisis. [More](#)

RTI International has closed on its acquisition of Medical Data Analytics (MDA), a provider of real-time observational (RIVE) generation to the pharmaceutical and biotechnology industry. The acquisition expands existing services of the RTI Health Solutions business unit in design and conduct of observational research with MDA's capabilities in data collection and management, and physician and site recruitment. [More](#)

Sanofi and **GSK** have signed a letter of intent to enter into a collaboration to develop an adjuvanted vaccine for COVID-19, using innovative technology from both companies, to help address its ongoing pandemic. Sanofi will contribute its S-protein COVID-19 antigen, which is based on recombinant DNA technology. GSK will contribute its proven pandemic adjuvant technology to the collaboration. The use of an adjuvant can be of particular importance in a pandemic situation since it may reduce the amount of vaccine protein required per dose, allowing more vaccine doses to be produced and therefore contributing to protect more people. [More](#)

Seqirus in Holly Springs site has a new Executive Director, Manufacturing & Site Head. Dave Sehgal started March 30. "Joining the business during a pandemic has certainly brought with it challenges, but what it has also shown me is the commitment and dedication of the Seqirus team to ensure influenza vaccines are available to protect as many people as possible this upcoming fall. I am so proud to lead the Holly Springs site as we work to deliver on our public health promise," Dave said. Known by many across the industry, Dave re-joins Seqirus having previously held the role of Site Head of Quality and Director of Drug Product Operations at the Holly Springs site before broadening his experience at Fujifilm Diosynth (CDMO), where he served as Vice President of Process Development.

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BIO Business Solutions



In 2019, BIO saved 4,300 companies nearly \$430 million through BIO Business Solutions with volume-based discounts and favorable contract terms on lab supplies, waste removal, microscopes, shipping, gases, and more.

It's no secret that revenue generation is a concern and thus capital preservation is critical. As a member of NCBIO, you have access to the BIO Business Solutions, the largest cost savings program geared toward life science companies.

You may be utilizing some of the partners in this program and realizing significant savings, but there are 15 partners in the program and we urge you to take a closer look as we are confident you may find additional opportunities to reduce/control your costs in most aspects of your operation moving forward.

Please [click here](#) to review for more details on the providers, what they offer and how this can help you.

Bob Dearth, Business Development Manager at BIO and a partner of NCBIO on this cost savings program, is available to help insure a smooth timely launch with the providers. Feel free to reach him at bdearth@bio.org or 781-716-7555.

Please [send us your know how we can help](#). [Click here](#) for more information.

ABOUT BIO BUSINESS SOLUTIONS

BIO Business Solutions is the largest cost savings purchasing program for the biotech industry, operated by the Biotechnology Innovation Organization (BIO). BIO leverages the purchasing power of the industry to negotiate with top suppliers to secure exceptional savings, favorable terms, and superior service for members. BIO Members can participate for no charge as a benefit of their membership and to save on items they need to run a successful biotechnology enterprise.

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Calendar

To view full calendar, [click](#).

WEBINAR LaunchBio's Holding the Line
Thursday Apr 30, 2020
... [read more](#)

CEB Venture Connect Online 2020
Monday May 4, 2020
... [read more](#)

WEBINAR ShareVault's Patient Engagement Best Practices: The Benefits Without the Risks
Thursday May 7, 2020
... [read more](#)

CEB Venture Connect Online 2020
Monday May 11, 2020
... [read more](#)

WEBINAR Accelerating Innovation: NCATS Funding for Small Businesses in Biotech and Life Sciences
Wednesday May 13, 2020
... [read more](#)

WEBINAR NCBio-Tech Ag Tech Professional Forum - Plant Health: The High of Biologicals and Chemicals
Thursday May 14, 2020
... [read more](#)

CEB Venture Connect Online 2020
Monday May 18, 2020
... [read more](#)

WEBINAR Developing High-Performance Organizations that Attract, Develop and Retain Top Talent
Thursday May 21, 2020
... [read more](#)

WEBINAR Understanding the importance of crystallization processes to avoid unnecessary cost, risk and development delays
Wednesday May 27, 2020
... [read more](#)

BTEC Short Courses: Fermentation Engineering
Tuesday Jun 2, 2020 - Thursday Jun 4, 2020
... [read more](#)

NCBIO Luncheon and Forum - Medical Devices, Product Strategy and Implications
Tuesday Jun 2, 2020
... [read more](#)

LaunchBio: Larger than Life Science
Thursday Jun 4, 2020
... [read more](#)

VIRTUAL BIO International Conference 2020
Monday Jun 8, 2020 - Thursday Jun 11, 2020
... [read more](#)

BTEC Short Courses: Hands-On cGMP Biomanufacturing of Vectors of Gene Therapy
Monday Jun 8, 2020 - Thursday Jun 11, 2020
... [read more](#)

Duke University's Population Health Summer Institute
Monday Jun 8, 2020 - Thursday Jun 11, 2020
... [read more](#)

Duke University's Population Health Summer Institute
Monday Jun 15, 2020 - Thursday Jun 18, 2020
... [read more](#)

BTEC Short Courses: Downstream Biopharmaceutical Processes-Fundamentals and Design
Tuesday Jun 15, 2020 - Thursday Jun 18, 2020
... [read more](#)

BTEC Short Courses: Hands-On Essentials of Automation for Biomanufacturing
Wednesday Jun 17, 2020 - Thursday Jun 18, 2020
... [read more](#)

NCBioTech Ag Tech Professional Forum
Wednesday Jun 17, 2020
... [read more](#)