



Vol. 2, No. 3 | A publication of the Massachusetts Biotechnology Council | Fall 2009



# MassBio news

MASSACHUSETTS BIOTECHNOLOGY COUNCIL

## TAKE A LOOK AT OUR NEW LOOK:



You will notice something different about this edition—most significantly that its name has changed. *MassBio News* was redesigned as part of an organization-wide rebranding and repositioning initiative. Welcome to the new MassBio.

We are confident our new name more appropriately captures who we are and what we do. We will be more accessible, which is crucial as we continue to position the organization-- and the Massachusetts cluster-- as world leaders in the biotechnology industry

and is reflective of the evolution of the industry in Massachusetts and beyond.

The new logo represents our strength as an organization, in connecting and convening, in bringing together industry leaders to teach and to learn. Most importantly, it represents the future

We have spent the last year streamlining your trade association so that our programs and services meet the needs of each and every member of MassBio.

of the industry and the hope it creates for patients around the world.

The new look is not just about a name and a logo. In 2010, we will celebrate our 25th anniversary as the voice of the biotechnology industry. We have expanded our Purchasing Consortium, and our professional development and networking opportunities.

We have created Signature Events, including the highly regarded MassBio Investors Forum taking place this year on Oct. 6. Working with the MassBioEd Foundation, we have

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## SOUND THE BELL

MassBio President and CEO Robert K. Coughlin, front center, joined biotech executives from New York and New Jersey to ring the closing bell of the NASDAQ stock exchange in New York August 17.



Sponsor Sarah Noble of the Canadian Consulate General speaks with Mustapha Hamidi at last year's Investors Forum.

## Investors Forum will have an international feel

BY MEAGHAN CASEY

Through the lens of collaboration and globalization, the 11th annual MassBio Investors Forum aims to outline a new direction and business model for the Commonwealth's biotech community.

The event, which will be held Oct. 6 at the Sheraton Boston hotel, is considered to be New England's largest biotechnology investor forum, designed to facilitate interactions and dialogue among regional biotech companies and the investor community. In this challenging economic landscape, MassBio's efforts to build relationships and drive investment are more critical than ever.

"We've been working hard to involve more investors this year and offer an exciting set of panels on how to survive in these tough economic times," said Lauren Laidlaw, MassBio director of member services.

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Sen. Edward M. Kennedy, 1932-2009

# We've lost a friend and a leader



Robert K. Coughlin

One month ago, our nation, our state and our industry were forever changed with the passing of Senator Edward M. Kennedy.

On behalf of MassBio's member companies and the Commonwealth's biotech cluster, I think I speak for us all when saying we have lost a friend, a leader and a champion of the life sciences.

For more than four decades, Sen. Kennedy devoted his life to serving the American people. He advocated for education, healthcare and equality. In May 2008, the legendary fighter took on a different battle. Despite his diagnosis of cancer, he continued to press on and lay the groundwork for national healthcare reform in 2009.

During his tenure, Sen. Kennedy worked tirelessly to secure Massachusetts' role as a leader in biotechnology. He understood the life-changing potential of our

industry, and encouraged the talent and innovative spirit of our workforce. He was also one of the strongest, most effective advocates for biomedical research.

Thanks to Sen. Kennedy's efforts, legislation was passed in 1971 that quadrupled the amount of funding for cancer research and prevention, and created the National Cancer Institute. Among the many other landmark laws enacted under his leadership are the Ryan White Comprehensive AIDS Resources Emergency Act of 1990, the National Institutes of Health (NIH) Revitalization Act of 1993 and the Food and Drug Administration Modernization Act of 1997. He fought for increased NIH research funding between 1998 and 2003, during which time the NIH's budget doubled from \$13.6 billion to \$27 billion. He also worked tirelessly to pass the Genetic Information Nondiscrimination Act of

2008, allowing people to take full advantage of the promise of personalized medicine without fear of discrimination. And earlier this year, Sen. Kennedy introduced the 21st Century Cancer Access to Life-Saving Early detection, Research and Treatment (ALERT) Act, a bill to provide funding for promising research to prevent and detect cancers at an early stage.

It was his dream to improve the health, welfare and quality of life of all Americans. The realization of that dream will live on for centuries to come.

Our thoughts are with Sen. Kennedy's family and the millions of families whose lives he touched. He will be deeply missed, but his remarkable legacy will never be forgotten.

*Robert K. Coughlin is President and CEO of MassBio.*



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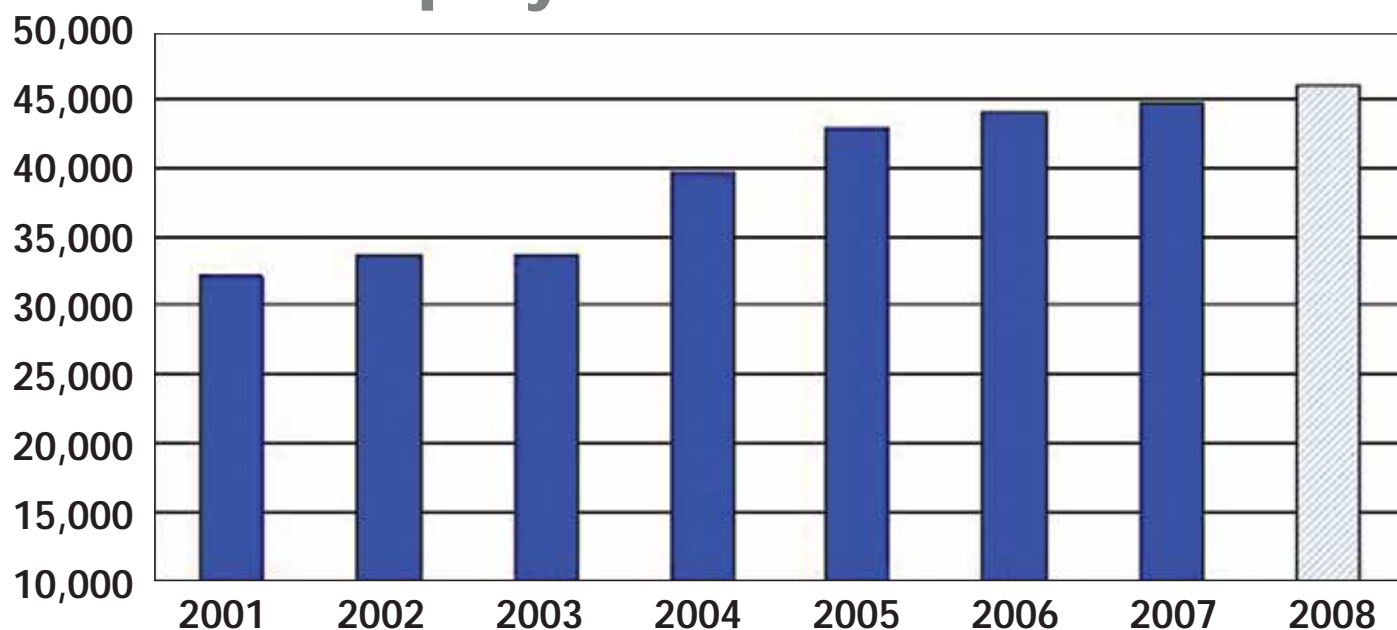
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## Biotech employment in Mass. on the rise



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## Industry snapshot

- ✓ Despite the faltering economy, the biotechnology industry continued to add jobs in Massachusetts through 2008, according to analysis done by the team at MassBio.
- ✓ There were 45,905 jobs in the biopharma industry in Massachusetts in 2008, up about a thousand from the year before. The industry has seen 42.6 percent growth between 2001 and 2008. Compare that to overall Massachusetts employment, which declined 1.7 percent during roughly that same period.
- ✓ Contrary to popular perception, biopharma manufacturing employment growth outpaced that of the industry as a whole, increasing 43.6 percent between 2001 and 2008.

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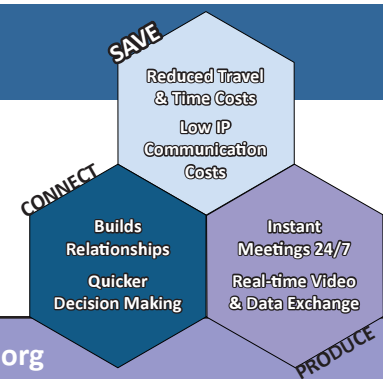
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# Scientific savings



Pei Jin of Novartis Biologics, left, speaks with BD Biosciences representative Jacki Nasuti during the event.

## Fisher Scientific offers discounts to MassBio members

BY MEAGHAN CASEY

Fisher Scientific, a new primary supplier in MassBio's Purchasing Consortium, is helping members to reel in savings – all while maintaining their innovative edge.

A part of Waltham-based Thermo Fisher Scientific Inc., Fisher Scientific partnered with MassBio in April to provide members with a complete portfolio of discounted laboratory equipment, chemicals, supplies and services. Jeannie Deegan, MassBio's account manager at Fisher Scientific, estimates that more than 80 percent of MassBio's membership has since been working with Fisher Scientific to discuss



From left, Eppendorf representative Sam Cramer shows Dong Wei and Ron Huang of Biogen Idec an electronic pipette during the Innovation '09 event.

PHOTOS: SEAN BROWNE

and review the benefits of the agreement.

"The response has been very good, and the process very informative for both organizations," said Deegan. "We've learned so much more about their members and they've learned so much more about Fisher Scientific. This change has made all the buyers take a look at what they were doing and say, 'Wow, look at what MassBio has done for us. Let's discuss this and see if it's to our advantage.'"

Through the contract, MassBio members can access more than 800,000 products and save from 35-50 percent off of list price averages, with the highest

savings on the consumable products line. Fisher Scientific also offers a price-match guarantee and free shipping. Deegan urges any member companies that have not taken advantage of the savings to learn more.

"Give us the opportunity," she said. "Let us show you how we can bring you savings, and if you have unique requirements, let's talk about them."

To further open up communication lines, Fisher Scientific hosted Innovation '09 – an event that featured technical seminars and a vendor show. Thirty of Fisher Scientific's more than 6,000 suppliers were on hand on Aug. 27 to

showcase new products and cutting-edge technology. MassBio members also had the opportunity to network with their Fisher Scientific sales team. According to Deegan, the event is expected to become an annual one.

"The motivation was to work with MassBio and present the benefits of our relationship," said Deegan. "This isn't just about pricing. Pricing is probably even more important than ever in the economic trend that we're in right now, but that's not all that the relationship is about. It's about bringing innovation and sharing science with our researchers and end-users."

## Partnership with Source One energizes MassBio

BY MEAGHAN CASEY

The Massachusetts Biotechnology Council has announced a new partnership with SourceOne, a Boston-based energy-services provider.

The company was chosen as a primary supplier in the MassBio Purchasing Consortium in an effort to provide member companies with comprehensive energy-management and power-solution services.

"In the past few years, we have heard from members that they want the opportunity to better manage energy costs," said MBC President and CEO Robert K. Coughlin. "We've also heard from members seeking to conserve energy and to

plan for a sustainable future. This partnership with SourceOne will allow them to meet both of those goals."

"We are excited to have been selected as the strategic energy partner to the Massachusetts Biotechnology Council to assist their members in managing their energy needs," said SourceOne CEO Brian Casey. "We share the council's commitment to energy efficiency and we are pleased to play a role in reducing energy use at members companies' existing facilities, along with providing future recommendations for incorporating sustainability measures to help these facilities operate in the healthiest, most

environmentally sound manner possible."

Reflecting the unique requirements of MassBio members, SourceOne will use a competitive power-supply procurement approach for individual members, assuring best provider, product and price available in the marketplace. SourceOne can also assist MassBio members with energy-efficiency initiatives, renewable/clean energy sourcing and carbon quantification and reduction strategies. Finally, SourceOne will assist the MassBio economic development team engage prospect companies by providing guidance on energy issues.

Visit [www.MassBio.org](http://www.MassBio.org) for more details.

“

We are excited to have been selected as the strategic energy partner to the Massachusetts Biotechnology Council to assist their members in managing their energy needs.

SourceOne CEO Brian Casey





From far left: Gregory LoConte of Synta Pharmaceuticals hits a long drive; Bob Coughlin, right, speaks with Paul Levy, President & CEO of Beth Israel Deaconess Medical Center; David Goggin, Joe Kim, Doug Saffran and Ryan White of Amgen eye a putt.

# Teeing off fore MassBioEd



Golfers sign in at the registration table.



Clockwise from left: MassBioEd Executive Director Lance Hartford thanks the crowd for coming at a post-tournament reception; Bob Coughlin and AstraZeneca's John Hennessey, a MassBio board member, share with golfers the importance of the MassBioEd Foundation to industry.

PHOTOS: SEAN BROWNE



Golfers from Corning Incorporated line up a putt.

## Golf tournament raises \$100,000 for biotech education

The annual MassBio Golf Classic featured 18 holes at Stowe Acres Country Club, food, drinks, networking and fun — all for an excellent cause, raising \$100,000 for the MassBioEd Foundation.

MassBioEd's BioTeach program strives to provide every public high school in Massachusetts with the skills and tools that are necessary to teach biotechnology. Since 2005, BioTeach has engaged high school students with hands-on lab experiences that inspire scientific curiosity, understanding, and, for many students, a career in the life sciences.

To date, the program has reached more than 100 high schools, trained hundreds of teachers and touched thousands of students.

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# A new look for MassBio

REBRANDING: from Page 1

committed to improving workforce development in Massachusetts. And, we've added our newest initiatives, Pharma Days and Innovator Roundtables, to address specific needs identified in our recently released 2015 Report.

The new MassBio reflects all of that growth and our continued commitment to serving all facets of the biotechnology industry.

We also invite you to visit the new and improved Web site — [www.MassBio.org](http://www.MassBio.org) — where you will find a lot more to see and do. Check out our popular committee meetings from the comfort of your own office. We're now Webcasting all committee meetings live and will archive the footage and presentations so you can still see the programming even if you're busy when it takes place.

Members will also be able to post events, job listings, news stories and other content through a new member portal. Check it out today.

We have spent the last year streamlining your trade association so that our programs and services meet the needs of each and every member of MassBio. We are heading into 2010 with a renewed focus on scientific collaboration and innovation, capital formation and providing business services to help our members grow and thrive.

MassBio is proud to be the trade association for the most vibrant, robust life sciences cluster in the world. Here's to the next 25 years!

# Investors Forum set for Oct. 6

FORUM: from Page 1

The forum will also feature a greater inclusion of international companies and foreign delegation members. Some of the forum participants will hail from nations such as Canada, England and Brazil.

"No one organization, regardless of its resources, can rely solely on its own innovation," said Dr. Reid J. Leonard, executive director licensing and external research, for Merck & Co., Inc. "Sure, there are many things we as a community can do on our own, but there's no reason why we should limit ourselves to thinking that way. There's much greater potential for bringing products forward if we all think globally."

Leonard is serving on the steering committee for this year's forum and fully supported the push to attract talent from other parts of the globe.

"There's a tendency for biotech clusters to think of ourselves as being self-contained or self-sufficient," said Leonard. "That's because within this geographic region we contain academic institutions, medical centers, venture capitalists, start-up companies and large pharma and medical-device companies. But that fact, while it certainly promotes productivity and growth in our region, is not sufficient to ensure long-term health of the industry. We need to be presenting ourselves with open arms to the rest of the world."

In addition to his planning efforts, Leonard will also be serving as moderator for a panel on strategic alliances. A second panel — Disease Foundations and Venture Capital: Can the two play in the same sandbox? — will look at how disease foundations are investing and how biotech companies are collaborating with both venture and

foundations, a concept that was fully instituted at last year's forum.

The event will also feature a plenary session on the alignment of pharma, biotech and venture capital. Company presentations will run throughout the day. Keynote speakers include Gary Pisano and G. Steven Burrill.

**Pisano** is a professor of business administration at Harvard Business School, and the author of "Science Business: The Promise, The Reality and The Future of Biotech." Since joining the Harvard faculty in 1988, he has taught both MBA and executive level courses on technology and operations management, operations strategy, competitive strategy, product development and the management of innovation. A widely published author, Pisano has more than 25 research papers in print. He is also the author of six books and has written case studies on companies such as BMW, ITT-Automotive, IBM, Intel, Jet Blue, Merck, Vertex Pharmaceuticals, and Teradyne. He is currently writing a book on the management of science-based enterprises.

**Burrill** is chief executive officer of Burrill & Company, a San Francisco-based global leader in life sciences with principal activities in private equity, venture capital, merchant banking and media. In 2008, Burrill received the BayBio Pantheon 2008 DiNA lifetime achievement award for his worldwide biotech leadership. He has devoted his career to helping life-science companies launch their operations and sustain their growth in the face of a rapidly changing environment.

For more information or to register for the MassBio Investors Forum, visit [www.MassBio.org](http://www.MassBio.org) or contact Lauren Laidlaw at [lauren.laidlaw@massbio.org](mailto:lauren.laidlaw@massbio.org) or 617-674-5100.

# Genzyme drug aids in cancer patient's recovery

SCHATZKIN: from Page 8

cell transplant. He participated in a clinical trial of Mozobil, a drug developed by Genzyme to help mobilize stem cells in non-Hodgkin's lymphoma and multiple myeloma patients. In doing so, he was able to harvest more than 7 million stem cells and serve as his own donor.

"After going through with the clinical trial, I was so glad I did," said Schatzkin. "I'm part of the living proof of some of the work that companies like Genzyme have done. Where would we be without them, without all these various pieces — the medical staff, the pharmaceuticals and the biotech companies?"

Following the successful stem cell harvest, Schatzkin underwent 24 hours of chemotherapy for three days, causing his blood count and immune system to plummet to zero. After the treatment, he received an infusion of the blood-forming stem cells and went into a three-week period of recuperation to rebuild his immune system.

"You have no energy, just getting up is like running a marathon," he said. "But after the three weeks, you do what you can to keep active. Every day I would get on the exercise bike, even if it was just for a few minutes. I didn't want

to be a victim. No matter how sore or tired I was, I got out of bed."

Schatzkin has been cancer-free for 3½ years. He has continued to pursue a physically active lifestyle, mountain climbing and participating in walks for cancer research.

"It changed my life in every way," he said. "When you go through this process and witness the kindness, love and support — even from complete strangers and all the doctors and nurses — it was incredible. Now it's my turn to give it back."

This year, Schatzkin was able to ride in the Pan-Mass Challenge, the 140-mile bike-a-thon for cancer research and treatment.

"Just to be part of that was amazing," said Schatzkin. "I was riding, not only for myself, but in memory of or in honor of at least 10 people. It was beyond emotional."

Since his recovery, Schatzkin has also served as an online mentor to non-Hodgkin's lymphoma patients, offering advice and sharing his personal story on several message board sites.

"They're often overwhelmed and have thousands of questions, but they don't know what to ask," he said. "It helps to hear from others who have been through it already and are doing well. It just gives you that sense of hope."



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# Q & A

## with JACK WILSON

### University of Massachusetts president talks biotech

**Q** Among the targeted investments in the Life Sciences Initiative were a number of UMass capital projects related to life sciences. What is the status of these projects and how will they impact Massachusetts life sciences?

**A** The \$500 million in funding for capital projects provided by the Life Sciences Initiative will support infrastructure that is crucial for the Commonwealth to be able to compete. While a number of UMass projects are still in the pipeline, one of our most substantive projects, the Advanced Therapeutics Cluster (ATC) at the UMass Medical School, is currently up for review at the Mass. Life Sciences Center (MLSC), and we are confident that approval will be forthcoming in the very near future. This will be a \$400 million facility - with \$90 million to be provided by the state - that will house the RNAi Institute (where Nobel Prize recipient Craig C. Mello, Ph.D., and a team of his eminent colleagues conduct their research), the Center for Stem Cell Biology and Regenerative Medicine, and the Gene Therapy Center. UMass Medical School already has a stem cell bank and registry in operation, developed with generous support from the MLSC and connecting with researchers in industry and academia. Also among our highest priorities is a new Life Sciences Building at UMass Amherst. The current economy and budget will present some challenges to realizing our aspirations for a robust capital infrastructure on the timeline we had hoped, but we continue to advocate for this investment. It is a down payment on our economic competitiveness in the future.

**Q** What opportunities exist for biotechnology companies to take advantage of those investments in future years?

**A** The goal of each capital investment at UMass and other research institutions is to create facilities and structures that facilitate faculty members developing new scientific advances that can be transferred to industry. The Advanced Therapeutics Cluster is a perfect example of the university providing opportunities for building partnerships with companies. The purpose of the ATC is to take the work of our outstanding faculty members and accelerate the process of commercialization, getting basic science research from the bench to the bedside. The stem cell bank at UMass Medical School is up and running and available for researchers around the world to use. In the future, we have plans for developing additional capital initiatives across the UMass system, all with the goal of supporting the Commonwealth's life sciences sector.

**Q** With all of the research taking place in Massachusetts universities, the lack of incubator space for emerging companies is often lamented. The new UMass Boston incubator is operational. What opportunities exist there for start ups? Is there a long term plan for the other campuses to develop new incubator space?

**A** The recently-opened Venture Development Center at UMass Boston represents an effort by the Boston campus to build collaboration space to support R&D efforts with companies and other research partners such as Dana Farber Cancer Center. There are other impressive incubation activities sponsored by UMass around the state. The Advanced Technology and Manufacturing Center, located in Fall River and operated by UMass Dartmouth, is thriving. UMass Lowell is working with UMass Medical School to develop the Massachusetts Medical Device Development Center to support new ventures in the medical-device industry, and the Amherst campus is partnering with BayState Medical Center in Springfield to support life-science development in Springfield. All of this activity is consistent with the University's strategic emphasis on technology commercialization. Across the UMass system in Fiscal Year 2009, there were 35 patents issued, 43 licensing transactions completed, and \$73 million of license income and stock sales generated - by far the largest amount generated in the university's history and one that ranks it among the nation's leading research universities.

**Q** UMass recently was awarded a Sloan Foundation grant to develop Professional Science Masters programs. Why is this initiative important to the schools, and to the biotechnology industry?

**A** We are very pleased with the confidence the Sloan Foundation has shown in UMass with this system-wide grant. These degree programs underscore the university's commitment to educating students for the 21st-century economy and to economic and work-force development in Massachusetts. The development of PSM degrees was one of the recommendations called for by Massachusetts life sciences companies and included in the "Growing Talent" study conducted by the Donahue Institute, under the sponsorship of the Massachusetts Life Sciences Center and the MBC. These degrees will meet a critical work force need for scientists who also possess business and communication skills, and it will give these professionals an edge in today's competitive job market. Furthermore, the program will allow blended learning courses to be developed through UMassOnline that will allow us to bring the learning to the learner rather than always requiring the learner to come to the learning. This initiative is a key part of training Massachusetts' future life-sciences industry work force.

# Go back to school with new courses

By MATTHEW MCGRATH

It's back to school time — and not just for the kids. The MassBioEd Foundation is offering new, exciting courses for professionals in the biotechnology industry, all at a discount for MassBio members.

*Business of Biopharmaceutical Development: From the Lab to the Street* is a course designed to turn research into marketable products and services. MassBioEd partnered with Bentley University to offer this new course, which will cover everything from developing a business plan to financing your idea and handling investor relations.

The course will be taught by Dr. Lynn Arenella, associate professor of biotechnology at Bentley. Over the last 18 years, Arenella has focused on curriculum design and teaching at the intersection of business and science in the biopharmaceutical industry. She has also worked for a large pharmaceutical company delivering drug-related curricula for sales and marketing.

Hannah Yun, manager of education and training programs at MassBioEd is excited to add this offering to the fall lineup. "We know the biotechnology industry was built on the creativity and perseverance of scientists and entrepreneurs. This course will help develop the next generation of biotechnology trailblazers," Yun said.

The second new course is *Industry Knowledge for the Non-Scientist*, a two-day program where non-science professionals can learn about the science, techniques, applications and issues driving the biotechnology industry today. The course's main goal is to help non-science professionals working in biotechnology companies to learn more about what their company does and the field as a whole.

The course will be taught by Dr. Collins Jones, an instructor and scientific advisor for BioTech Primer. Jones spent almost 10 years as a research scientist at the National Institutes of Health in Bethesda, Md., and was awarded a National Research Council Grant to conduct research at the National Institute of Aging.

All MassBio members are eligible to attend MassBioEd courses at a discounted rate. Both new courses will begin in October. In addition to these new programs, MassBioEd also offers a wide selection of other courses relevant to the industry today. For more information or to register for any of MassBioEd's courses, visit [www.massbioed.org](http://www.massbioed.org) or email Hannah Yun at [courses@massbio.org](mailto:courses@massbio.org).

**“** We know the biotechnology industry was built on the creativity and perseverance of scientists and entrepreneurs. This course will help develop the next generation of biotechnology trailblazers.

**Hannah Yun**  
MassBioEd Manager of  
Education and Training Programs





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## Patient profile: Steven Schatzkin

# 'Every day is like winning the lottery'

Schatzkin cancer-free for three years

BY MEAGHAN CASEY

Morning after morning, countless Bay Staters go through the motions of the daily grind, battling the elements of traffic, weather or crowds on the MBTA.

One Tyngsborough resident does so with a smile on his face.

"Every day is like winning the lottery," said Steven Schatzkin, a cancer survivor. "I've always been optimistic, but I'm even more appreciative of life now. You make every moment count. Just to be sitting in traffic on the way to work is incredible. Going through something like this, it definitely shifts your focus."

Schatzkin is enjoying his second lease on life thanks to an aggressive treatment path, combined with an innovative new stimulant for stem cell growth.

The software consultant, husband and father of two was diagnosed in December 2004. That winter, he began noticing rapid weight loss and extreme pain in his arm after shoveling snow. X-rays taken at Emerson Hospital in Concord revealed a mass in his lymph nodes that had spread through his upper body. Weeks of testing confirmed stage III non-Hodgkin's lymphoma. The cancer was also detected in his spine.

"It was like a rug being pulled right out from under me; I literally collapsed in the parking lot," said Schatzkin. "Here I was a healthy individual, and then I was told I had cancer. It changes your life instantly. I was just crushed beyond anything."

For the next six months, Schatzkin was treated with eight rounds of chemotherapy. He went into a four-month remission, during which time he celebrated with a family vacation. His first post-treatment scan revealed that the cancer had returned.

"It rocks your world just as much the second time," said Schatzkin. "It was just as devastating."

Schatzkin was immediately sent to Dana-Farber Cancer Institute for higher doses of chemotherapy, administered five hours a day for three days. Because the high-dose chemotherapy destroys bone marrow, which prevents new blood cells from being formed, Schatzkin required a stem

See SCHATZKIN Page 6