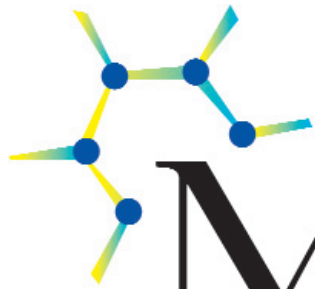




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# MassBio news

MASSACHUSETTS BIOTECHNOLOGY COUNCIL

## BIO back in Boston in 2012

BY MEAGHAN CASEY

Boston's bringing BIO back. In June 2012, the city will again host the prestigious BIO International Convention, the world's largest gathering of the biotechnology industry. The annual event attracts more than 20,000

attendees from around the world, including more than 500 members of the international press.

"Our ongoing focus on the biotechnology industry is just one of the many reasons the Massachusetts economy is primed for recovery and growth," said

Governor Deval L. Patrick. "By bringing the BIO International Convention back to Boston and drawing the world's attention once again to our state's inherent strengths, we can and we will create both the immediate and long term economic impacts that benefit

businesses, workers and families across the Commonwealth."

"We are thrilled with the announcement that Boston will be hosting the BIO convention in 2012," said Robert Coughlin,

See BIO 2012 Page 6

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*Our ongoing focus on the biotechnology industry is just one of the many reasons the Massachusetts economy is primed for recovery and growth.*

**Governor Deval L. Patrick**



The European biotechnology company Biocell Center officially opened its North American headquarters and tissue bank and research laboratory in Medford. Above, from left, Marco Greguzzoni, Biocell Center chairman, Medford Mayor Michael McGlynn, Gov. Deval L. Patrick, Mass Life Sciences Center President & CEO Susan Windham-Bannister, MassBio President & CEO Robert K. Coughlin; and Biocell Center CEO Kate Torchilin cut the ribbon at the grand opening. **Page 6.**



# Taking a global perspective



**Robert K. Coughlin**

During the dynamic 30-year history of biotechnology, Massachusetts has risen as the world leader in the industry. Today, we seek to maintain that position by embracing a more global perspective.

As many of you saw at the 11th Annual Investors Forum, we had the opportunity to welcome a number of our foreign delegates and international presenters. In these challenging economic times, it's more important than ever that we work together to connect our members with the funding sources they need, and I believe this year's event provided those

connections. That day, we also signed the first-ever MassBio Memorandum of Understanding with the United Kingdom's Golden Triangle Partnership. This global outreach is a new step – not only in our approach to the forum, but also in our approach to MassBio membership as we look outside of the Massachusetts "Supercluster." To be more competitive, our community must continue to expand beyond Boston, beyond Cambridge, and even beyond the Commonwealth's borders. If we can attract collaboration from other parts of the globe with companies and institutions in Massachusetts, that's to everyone's benefit.

As we usher in 2010, we will continue to educate policy makers about the specific needs of you, our members, as you push the boundaries of science to improve lives. I invite you to join us at the Policy

Leadership Breakfast at the historic Omni Parker House on Jan. 28, as we renew our commitment to making the voice of our patients the business of Beacon Hill and Capital Hill.

In 2010, we will also take the first steps toward implementing the recommendations laid out in the 2015 Report, starting with the launch of MassBio Innovation Services, a suite of offerings aimed at encouraging innovation and collaboration in the industry. Stay tuned for more information on these exciting programs.

Thank you again for your continued interest in MassBio. Best wishes for a happy and healthy holiday season, and I hope to see you in January.

*Robert K. Coughlin is President & CEO of the Massachusetts Biotechnology Council.*

## SAVE THE DATE

The 2010 MassBio Policy Leadership Breakfast will bring together industry leaders and public policy leaders for keynote presentations and panel discussions designed to educate and promote an open dialogue. This event is a must-attend for senior industry leaders, policy makers and staff, as well as pharma and biotech government affairs executives. It is designed to examine the ideas and policies that will shape the future of biotechnology in the policy arena.

The event will be held at the Omni Parker House on Thurs., Jan. 28 from 8 a.m. to 11 a.m. Sponsorship opportunities are available. Contact Lauren Laidlaw at 617-674-5100 or [lauren.laidlaw@massbio.org](mailto:lauren.laidlaw@massbio.org) for more information.

## Biotech industry FAST FACTS

- ✓ While venture capital investment was down in 2009, Massachusetts actually grew its share of total U.S. biotech investment to over 12 percent. Massachusetts is second only to California in total U.S. biotech venture capital investment.
- ✓ Massachusetts' share of federal Small Business Innovative Research (SBIR) Grants increased in 2008 to 13.94 percent of the national total, or \$77.8 million.
- ✓ The total biotech payroll in Massachusetts is \$4,015,172,807.
- ✓ The average biotech salary in the state is \$89,829, compared with an average of \$51,151 across all industries.

Sources: 2009 PricewaterhouseCooper/Thomson Reuters/NVCA MoneyTreeSurvey, National Institutes of Health, SBR Reports, MassBio analysis.



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One Cambridge Center  
Cambridge, MA 02142  
617-674-5100  
[www.massbio.org](http://www.massbio.org)

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# Positive partnership



MassBio partnered with the Neponset Valley Chamber of Commerce to present Biotech in the Neponset Valley, the first in a series of regional networking events MassBio is planning. More than 100 municipal leaders, business owners and biotech representatives attended and discussed opportunities for growth in the region. Speakers included, from left: MassBio President & CEO Robert K. Coughlin, Donald Kupka of Millipore, Steve Farrell of Organogenesis, Neponset Valley Chamber of Commerce President and CEO Sue McQuaid, David Wluka of Wluka Real Estate Corp. and MassBio Director of Economic Development Peter Abair.



# Q & A with SENATOR JOHN KERRY

**Q** Thank you, Senator, for all of your hard work during the ongoing health care reform debate. Where do you see things going through the end of 2009 and the beginning of 2010 on this issue?

**A** Our country has been considering national health reform for nearly a century. It began in 1912 when Teddy Roosevelt ran for president promising government protection against, as he put it, “the hazards of sickness.” And for nearly two years, the Senate has been holding hearings, summits, and roundtables resulting in the legislation currently before the Senate, the Patient Protection and Affordable Care Act (H.R. 3590). This legislation would cost \$848 billion and is fully paid for. It would reduce the federal deficit by \$130 billion over the first 10 years. Importantly, the bill would cover 94 percent of Americans and provide coverage to an additional 31 million people.

Over the next several weeks, the Senate will debate this legislation and will consider amendments. I expect many amendments will require 60 votes. And before final passage, the bill will have another procedural vote that will require 60 votes. We are closer than we have ever been before to passing comprehensive health reform legislation and I am confident that the Senate will pass health reform before the end of the year. I am hopeful that a conference agreement can be completed in January.

**Q** One of MassBio’s key interests in health care reform is to ensure that any new legislation does not stifle innovation and instead encourages investment in research & development. How do you see these interests being represented in reform legislation as it exists now?

**A** I share your interest in encouraging innovation which is why I support a responsible pathway for the approval of biosimilars.

Establishing a pathway that ensures patient safety and includes 12 years of data exclusivity will make life-saving biologic treatments more accessible and affordable, while fostering the ongoing search for new cures and treatments.

Both the House and Senate health reform bills include language creating a 12-year FDA licensure pathway for biosimilar products. I will oppose any attempt to shorten this pathway and have urged Senate leaders to retain the 12-year exclusivity language. I believe this language will appropriately protect the intellectual property assets of our biotechnology companies and allow them to continue their pioneering advances in biomedicine.

The Senate bill includes a therapeutic tax credit. This credit is a temporary tax credit subject to an overall cap of \$1 billion to encourage investments in new therapies to prevent, diagnose, and treat acute and chronic diseases. The House bill does not include a similar provision. I will work to have this provision included in the conference agreement.

**Q** Many MassBio members are start-up companies funded in part by venture capital. In your recent role as chairman of the U.S. Senate Committee on Small Business & Entrepreneurship, what do you see is the role of SBIR grants in aiding these early stage companies?

**A** I see SBIR grants as providing much-needed federal funding for small, high technology companies for vital research and development.

Both the Senate and House have passed SBIR Reauthorization bills and the current extension runs out at the end of January 2010. It is my hope that we will be able to complete work on a final bill in the near future. As the former Chairman of the Small Business Committee, I know the SBIR program spurs economic growth and supports innovation. I will continue working with my colleagues in the Congress to promote these programs and provide resources to our small businesses.



## Stem Cell Bank Tour

Members of the Biotech Caucus visited the new Stem Cell Bank at UMass in September. Left photo, Mary Anne Padien, general counsel for Sen. Karen Spilka, Biotech Caucus co-chair, tests out some of the equipment in the lab. Right photo, from left, Guangping Gao, Director of the Gene Therapy Center at UMass Medical School; state Rep. Mary Grant; Dr. Terence R. Flotte, Executive Deputy Chancellor, Provost and Dean of the School of Medicine at UMass Medical School; Dr. Michael F. Collins, Chancellor, UMass Medical School; Craig C. Mello, Blais University Chair in Molecular Medicine and Co-Director of the RNA Therapeutics Institute; state Rep. Jennifer Callahan; state Rep. Vincent Pedone; Melissa Walsh, Chief Operating Office of the Mass Life Sciences Center; Gary Stein, The Dr. Gerald L. Haidak and Zelda S. Haidak Distinguished Professor and Chair of Cell Biology and Interim Director of the Center for Stem Cell Biology and Regenerative Medicine; and state Rep. John Scibak.





# GOING GLOBAL

## MassBio Investors Forum sets an international stage

By MEAGHAN CASEY

A global stage was set at the 11th Annual MassBio Investors Forum – a stage that helped propel the Commonwealth’s partnership opportunities beyond our nation’s borders.

The Investors Forum is New England’s largest biotechnology investment meeting, attended by biotech and pharmaceutical companies, venture capital firms, investment banks, government agencies and disease foundations. In partnership with MassBio foreign

agency members, representatives from the United Kingdom, Canada, Brazil, France, Chile, Portugal, New Zealand, China, Ireland, Belgium and India attended this year’s event, held in October. Overseas participation made up 13 percent of total attendance.

“Biotechnology is truly a global industry,” said MassBio President & CEO Robert Coughlin. “We are proud that this Investors Forum has become a destination for some of the great organizations and thought leaders from other biotech clusters around the world.”

In efforts to drive innovation and investment, the event also built upon concepts introduced at last year’s forum, such as venture philanthropy.

“One year ago, in the midst of a deepening recession, we transformed the MassBio Investors Forum by bringing new and diverse funding sources to the table,” said Coughlin. “We invited disease foundations and government agencies to participate, and focused conversation on these new ways of doing business. One year later and we’re not out of the woods yet. We must continue to be as creative as possible in seeking out partnering opportunities to ensure that the important work you all do continues. That’s why we worked this year with our foreign delegation members to increase participation by agencies and companies around the globe.”

The day-long forum featured industry-focused panels and keynote presentations, including sessions on the biotech business model and structuring strategic alliances. Keynote speakers included G. Steven Burrill, chief executive officer of the San Francisco-based Burrill & Company; Gary Pisano, Harvard Business School professor; and Massachusetts Lieutenant Governor Timothy Murray. The event also featured presentations by 28 public and private companies seeking to raise funds or identify potential development partners.



Lt. Governor Tim Murray was one of the keynote speakers at the event.



Clockwise from above: Goodwin Proctor's Larry Wittenberg, left, and keynote speakers Steve Burrill, CEO of Burrill & Co. and Gary Pisano, Harvard Business School professor; MassDevelopment President and CEO Robert Culver; and Harriet Fear, CEO of ERBI in Cambridge, England.



Attendees had a chance to network at the Investors Forum.



Panel members included, from left, Alan Crane, General Partner, Polaris Venture Partners; Barry Greene, President and Chief Operating Officer, Alnylam Pharmaceuticals, Inc.; Katrine Bosley, Chief Executive Officer, Avila Therapeutics; and Ted Torphy of Johnson & Johnson.

## MassBio signs deal to facilitate partnerships

In the spirit of global partnership, MassBio signed its first-ever Memorandum of Understanding (MOU) with the United Kingdom’s Golden Triangle Partnership.

The MOU, signed at the MassBio Investors Forum, outlines the two organization’s commitment to facilitate cross-ocean investment and partnering, and to advance biotechnology in both regions. Additionally, the agreement calls for the organizations to offer reduced rates to each other’s signature events and to promote event attendance.

“This is a significant partnership that brings together the trade groups for two of the world’s largest life sciences clusters,” said Robert Coughlin, MassBio President and CEO. “The UK is a recognized leader in drug discovery and development, and we are pleased to offer our members opportunities to partner with some of UK’s premier life sciences companies.”

“More than anything,” continued Coughlin, “the MOU is the recognition of an opportunity – the opportunity to collaborate among clusters and help drive the forces of innovation forward.”

The Golden Triangle Partnership is composed of the UK’s three primary life sciences networks in Oxford, London and Cambridge.

“The partnership serves several thousand companies in the UK by providing members a networking platform that brings the life sciences community together to support partnering and collaboration in the industry,” said Tony Jones, director of the London Biotechnology Network.

The UK is second, only to the U.S., as the world’s key life science and healthcare investment destination, attracting 26 percent of all pharmaceutical research and development investment in Europe.

“The UK is recognized around for the world for its life sciences discovery and innovation,” said Jon Rees, CEO of the Oxford Bioscience Network. “But in today’s economy, we all know the key to fast-track development and commercialization is partnering and collaboration. This MOU is a critical first step in creating dialogues with like-minded Massachusetts companies.”

As part of the collaboration, MassBio members are invited to participate in OBN’s BioTrinity 2010: Biopartnering and Investment Conference on April 12, 2010 at the Newbury Racecourse, an hour’s drive from Heathrow Airport. The event is attended by as many as 600 members of the biotechnology community and provides for 30-40 companies to present to dozens of participating venture capital firms. It also provides partnering services for all registrants to encourage formal one-to-one meetings among delegates.

To register as general delegates or presenters, MassBio members can use the code “MassBio10” for a savings of up to 25 percent. The early bird rate of £449 + VAT is available through March 12. To see more information on the BioTrinity 2010, including the list of more than 25 investors already confirmed, go to: [www.biotrinity.com](http://www.biotrinity.com).



# European biotech comes to Medford



Gov. Deval L. Patrick welcomes Biocell Center to the Commonwealth. He was joined by Biocell Center Chairman Marco Greguzzoni, CEO Dr. Kate Torchilin, MassBio President & CEO Robert Coughlin, Medford Mayor Michael McGlynn and Dr. Susan Windham-Bannister, President & CEO of the Mass. Life Sciences Center.

## Biocell Center opens first U.S. facility

The European biotechnology company Biocell Center has officially opened its North American headquarters, tissue bank and research laboratory in Medford, thanks to the cooperation and coordination of MassBio, its members and government partners.

The company, which is the only firm in the world to harvest and preserve amniotic stem cells, sought to expand its operations to serve families, medical centers and scientists in the U.S. It has other facilities in Italy and Switzerland. Company officials were joined at the ribbon cutting by Massachusetts Governor Deval L. Patrick, Massachusetts Life Sciences Center President and CEO Dr. Susan Windham-Bannister, MassBio President & CEO Robert Coughlin, and Paolo Alli, Chief of the Cabinet of Governor Formigoni in Italy's Lombardia Region.

"Biocell Center's decision to grow in Massachusetts highlights the strength of the cluster here in the Commonwealth and the capacity for industry stakeholders to work together to get things done," said Coughlin, who worked with member companies DTZ FHO Partners, Sullivan & Worcester and Cummings Properties to help Biocell Center with its expansion. "We're thrilled to have such a cutting-edge, growing, global company join the Massachusetts Supercluster."

"Biocell Center selected Massachusetts because of its high concentration of leading medical centers and research institutions," said Biocell Center CEO Dr. Kate Torchilin. "It's a rich environment for establishing partnerships and advancing research in the area of amniotic stem cell cryo-banking and research."

The company also noted plans to collaborate with leading hospitals and scientific groups in Boston and other parts of the U.S. to conduct amniotic stem cell clinical research.

## BIO back in Boston in 2012

**BIO 2012: from Page 1**

MassBio President & CEO. "It is certainly fitting, as Massachusetts was at the forefront of the biotech revolution, and scientific innovation here continues to drive the industry toward solutions for humanity's critical health and energy needs."

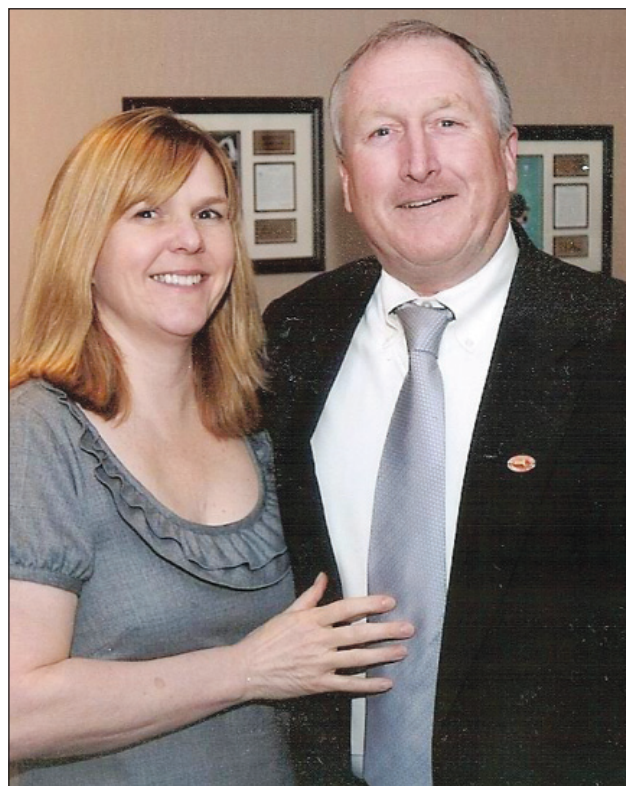
Boston last hosted the convention in 2007 and broke records in terms of economic impact, event attendance and exhibitors. After four days at the Boston Convention & Exhibition Center, it proved to be the largest event in the facility's history, generating \$24.1 million in economic impact. It attracted 22,366 attendees from 48 states and 64 countries – up 15 percent from the previous year.

"BIO 2007 left an indelible mark on Boston," said Mayor Thomas M. Menino. "The event was an economic boon to local hotels, restaurants and businesses, and showed the world that Boston is a leader in the growing biotechnology industry."

"We promise to equal if not better the huge success of BIO 2007, and will work diligently to ensure the 2012 event and others help enhance our biotech industry," said James E. Rooney, executive director of the Massachusetts Convention Center Authority.

The cities of Chicago and Washington, D.C. will host the 2010 and 2011 conventions.

## DUSA helps patient reverse effects of sun damage



William Johnson with his wife, Lorraine.

**JOHNSON: from Page 8**

"I was very pleased to see them all disappear," he said. "I'd do it again, no question."

Johnson's wife Lorraine, a nurse at Caritas Good Samaritan Medical Center in Brockton, couldn't agree more.

"I've seen patients lose their noses or ears, as a result of skin cancer," she said. "It's wonderful to be have access something that will destroy the AKs before they develop into something more serious."

Lorraine, who had previously undergone two surgeries to remove sun spots on her face, was so inspired by her husband's success that she went ahead with six Levulan PDT sessions of her own.

"The treatment was far better than having to go through surgery and walking around with abrasions on your face," she said. "It was so much easier. And not only did it take care of my AKs, but it freshened up my whole face. The cosmetic effect was an added bonus."

The Johnsons, who have four children ranging in age from 18-26, continue to see their dermatologist regularly. But thanks to the reversing effects of Levulan PDT, they're also able to maintain their normal routines.

"It would be impossible for me to stay out of the sun," said Johnson, who remains a fixture on the Silver Lake sidelines. "But it gives me more confidence that this is something that can at least be treated."



## MEMBER NEWS

### WELCOME NEW MEMBERS

Acetylon  
Pharmaceuticals Inc.

Alfama Inc.

Brainloop, Inc.

Claros Diagnostics, Inc.

Embassy of Brazil

GGA Software Services

IMS Health

NeoStem, Inc.

PSI

TAG Research LLC

Tarpon Biosystems Inc.

Tokai Pharmaceuticals, Inc.

URS Corporation



Seventy Vertex employees helped in cleanup efforts throughout the Franklin Park Zoo.

## VERTEX DAY OF SERVICE

As part of the company-wide Joshua Boger Day of Service, approximately 600 Vertex employees took part in volunteer activities to benefit local charities and community organizations in and around Greater Boston. Activities ranged from stuffing backpacks with school supplies to serving lunch to the homeless.

Vertex plans to hold the Day of Service

annually. The event was established to honor the company's founder and longtime CEO, Dr. Joshua Boger, who retired earlier in 2009. Boger served at the Greater Boston Food Bank as part of the Day of Service and also spoke to 40 students taking part in science experiments at Vertex's headquarters in Cambridge.



## Formatech donates services to support clinical trials

Formatech, understanding its role in helping to fight disease, has launched a new initiative, the Fillanthropy Program. Each month, the company will donate its aseptic fill and finish services to help support a company's clinical trial efforts.

Eligible companies must be developing a clinical candidate delivered as a sterile injectable product and must provide a monetary donation to help support a charitable organization in their fight against disease. To participate in this program, companies are encouraged to contact Jeffrey Bernard, Formatech's director of business development (jbernard@formatech.com).

"We have observed that the current economic climate has hindered the progress of many companies that are trying to get new therapies into the clinic," said Bernard. "While many within our industry are now forced to cut back, we are fortunate to be in a position where we can provide support and give back during these challenging times. Formatech feels that it is our social responsibility to contribute to our industry and ultimately to the patients that will benefit from these new medicines."

## MBI, ABBOTT CELEBRATE MILESTONES



Former Gov. Michael S. Dukakis and Lt. Governor Tim Murray joined industry leaders to celebrate the 25th anniversary of Massachusetts Biomedical Initiatives (MBI) and the 20th anniversary of Abbott Bioresearch Center in Worcester.





One Cambridge Center, Cambridge, MA 02142

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## Patient profile: William Johnson

# Ray of hope and healing

## DUSA helps patient reverse effects of sun damage

BY MEAGHAN CASEY

Being outdoors has always been a job requirement for athletic director William Johnson, whose fair skin has suffered the effects.

Johnson, 57, has served as the AD at Silver Lake Regional High School in Kingston, Mass. for 11 years. Prior to that, he taught high school biology for 25 years. He also coached track and field and soccer.

"I'm constantly outside," he said. "It might be a cool April morning when I leave the house, but by afternoon it's 75 and sunny and I'm heading home with a red face."

The years of sun exposure eventually caught up to Johnson when, two years ago, he went in for a routine dermatology appointment at South Shore Skin Center in Plymouth, Mass. His dermatologist detected actinic keratoses (AKs), precancerous growths on the surface of his forehead and cheeks. AKs are the most frequently diagnosed skin disease by U.S. dermatologists, with more than five million treatment visits per year.

The growths tend to form in areas that receive the greatest amount of sun exposure, such as the face, lower lip, scalp, ears, neck, forearms and hands. The common cause is unprotected, long-term or intense exposure to the sun's harmful ultraviolet rays.

Johnson, who is of Norwegian and Scottish descent, admits that during his childhood, sunscreen wasn't an available option.

"Growing up, I probably had 10-12 sunburns that made my skin bubble," he said. "That's just the way it was for us back then."

To remove his AKs, Johnson underwent four treatments of Levulan® Photodynamic Therapy (Levulan PDT), one of the fastest growing procedures in dermatology. Developed by Wilmington, Mass.-based DUSA Pharmaceuticals, Inc., Levulan PDT uses an advanced light-activated drug therapy to treat AKs.

Patients are required to avoid exposing their skin to sunlight and other forms of bright light for at least 48 hours before and after the treatments. Redness and swelling may last up to four weeks, but the treatment leaves no visible scars or marks.

"Because I had so many spots, this was really the only option for me," said Johnson. "Freezing them would have left too many white blotches all over my face."

Virtually all of his AKs were destroyed during the four-month treatment period, and only a minimal amount has since appeared. As a byproduct of Levulan PDT, the texture of his skin has also improved.

See JOHNSON Page 6

