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Message from Dr. Analoui

“TIP is a comprehensive platform providing a unique eco-system to support innovators and entrepreneurs to succeed through the most critical stages of their journey.”

Mostafa Analoui, Ph.D.
Executive Director of Venture Development
Office of the Vice President for Research, UConn
2017: A Year of TIP Records

35 COMPANIES
(96 companies since 2003)

EMPLOYMENT

<table>
<thead>
<tr>
<th>Year</th>
<th>Full-Time</th>
<th>Part-Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>50</td>
<td>26</td>
</tr>
<tr>
<td>2016</td>
<td>71</td>
<td>30</td>
</tr>
<tr>
<td>2017</td>
<td>91</td>
<td>70</td>
</tr>
</tbody>
</table>

TAXES

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>Since 2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>$770,000</td>
<td>$3,870,000</td>
<td></td>
</tr>
</tbody>
</table>

- 9 companies raised over $1.0M
- 1 company raised over $30M in Equity
- 1 company generated $4.6M in Revenue
- 11 Companies awarded SBIR/STTR Grants
  - 13 Grants in Total
- Value of SBIR/STTR Grants $6.2M

Funding in Millions

<table>
<thead>
<tr>
<th>Type</th>
<th>2017</th>
<th>Since 2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity &amp; Debt</td>
<td>$46</td>
<td>$165</td>
</tr>
<tr>
<td>Grants</td>
<td>$9</td>
<td>$62</td>
</tr>
<tr>
<td>Revenues</td>
<td>$5</td>
<td>$51</td>
</tr>
<tr>
<td>Total</td>
<td>$60</td>
<td>$278</td>
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</tbody>
</table>

30,000 SQUARE FEET OF LABS & OFFICES

59 OFFICES

46 WET LABS

88% OCCUPANCY

90% OCCUPANCY: NEW FARMINGTON FACILITY

PATENTS

- 29 granted
- 66 filed
- 56 in process

High-Potential Companies Developing Cutting Edge Technologies From:

- Connecticut
- California
- Maryland
- Rhode Island
- Massachusetts
- Indiana
- Israel
- UConn
- Yale
- John Hopkins
- MIT
- Harvard
- University of Vermont
- Notre Dame
## Technology Incubation Program (TIP): Year End Metrics

<table>
<thead>
<tr>
<th>Year</th>
<th>Grants</th>
<th>Equity &amp; Debt</th>
<th>Revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>$1.8</td>
<td>$1.6</td>
<td>$0.7</td>
</tr>
<tr>
<td>2008</td>
<td>$4.8</td>
<td>$3.3</td>
<td>$3.8</td>
</tr>
<tr>
<td>2009</td>
<td>$10.0</td>
<td>$1.9</td>
<td>$7.8</td>
</tr>
<tr>
<td>2010</td>
<td>$3.2</td>
<td>$4.1</td>
<td>$10.2</td>
</tr>
<tr>
<td>2011</td>
<td>$4.9</td>
<td>$5.2</td>
<td>$6.4</td>
</tr>
<tr>
<td>2012</td>
<td>$2.1</td>
<td>$16.0</td>
<td>$3.9</td>
</tr>
<tr>
<td>2013</td>
<td>$4.3</td>
<td>$5.0</td>
<td>$5.5</td>
</tr>
<tr>
<td>2014</td>
<td>$5.4</td>
<td>$24.4</td>
<td>$2.9</td>
</tr>
<tr>
<td>2015</td>
<td>$3.2</td>
<td>$14.6</td>
<td>$1.4</td>
</tr>
<tr>
<td>2016</td>
<td>$4.5</td>
<td>$39.9</td>
<td>$0.9</td>
</tr>
<tr>
<td>2017</td>
<td>$9.2</td>
<td>$45.6</td>
<td>$5.6</td>
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</table>
Newsworthy Highlights

“UConn Technology Incubation Program Companies Raise $60M in 2017”

“Quercus Molecular Design, Receives STTR Funding for Herpes Simplex Virus Drug Discovery”

“Azitra Founder Travis Whitfill, MPH named Forbes ‘30 under 30 in Healthcare’”

“Bioarray Genetics, Cancer MDx Firm Raises $4M in Series B Equity Financing”

“Torigen Develops Cancer Treatment for Companion Animals”
Newsworthy Highlights

“VA awards $4.3M SAAS Diameter Health Clinical Care Document Analyzer Tool”

“Mobile Sense Technologies, Inc. Awarded $225,000 NIH SBIR Funding for Wearable Heart Monitor”


“Mattershift, Winner of Water Technology Idol 2017 Award”

“Skin Disease Biotech Azitra Closes $2.9M Series A for Microbiome Work”

“Shoreline Biome, Raises $1.1M in Equity”
Newsworthy Highlights

“Avitus Orthopaedics Announces Successful Initial Surgery in San Diego, CA with the Avitus® Bone Harvester”

“Frequency Therapeutics Announces $32 Million Series A Financing to Support Clinical Development of a First-in-Class Hearing Restoration Therapeutic”

“New Dyes Detect Disease through Heartbeat Signals”
[Protometric Probes]

“Senator Murphy Names Thetis Pharmaceuticals Connecticut Innovator of the Month”

“UConn Health Researchers Work With CaroGen on Colon Cancer Vaccine”
**Events**

18 STUDENT FELLOWS presented on their 10-week program with TIP’s start up companies. This program was held at the Farmington incubator on August 2\textsuperscript{nd}, and gave students the opportunity to present posters or presentations on their summer internship.

**TIP COMMUNITY GATHERINGS**

SUMMER, FALL & HOLIDAY parties were held to bring our entrepreneur community together. TIP companies, sponsors and special guests were invited to these gatherings to network and socialize in an informal way.

**PRODUCT SHOWS & LUNCH AND LEARNS**

10+ VENDORS showcased their products & services to TIP companies. Some have given lunch & learns and other informative presentations.
Events

INVESTMENT & ENTREPRENEURIAL SERIES

PITCHES & PRESENTATIONS
It is never too early to approach potential investors and strategic partners. TIP events are designed to introduce the community to funding sources in and outside of Connecticut. In 2017, we hosted presentations by Agent Capital, Canaan Partners and J&J Innovation.

AGENT CAPITAL

Canaan Partners

Johnson & Johnson INNOVATION

SBIR / STTR WORKSHOP
PROPOSAL DEVELOPMENT
In collaboration with Connecticut Innovations and CURE, TIP hosted an intensive, 2-day workshop to provide detailed instruction on developing competitive proposals for the National Institute of Health (NIH) SBIR/STTR program.
TIP Companies at a Glance

Biotech

- Azitra
- Bioarray Genetics
- BioPharma Works
- CaroGen
- Connecticut Children’s Medical Center
- Cornovus Pharmaceuticals
- Frequency Therapeutics
- ImStem Biotechnologies
- LambdaVision

- Lipid Genomics
- Medisynergics
- Mitotherapeutix
- Potentiometric Probes
- QCDx
- Quercus Molecular Design
- Shoreline Biome
- Spectre Therapeutics
- Thetis Pharmaceuticals
- Torigen Pharmaceuticals
TIP Companies at a Glance

**Software**
- Diameter Health

**Materials & Engineering**
- 3D Array Technologies
- ARAX Engineering
- HiFunda
- Innovation Cooperative 3D
- Mattershift
- Solution Spray

**Medical Devices**
- Avitus Orthopaedics
- Biorasis
- DuraBiotech
- HealtheSense
- Mobile Sense Technologies
- Nervomatrix
- Oral Fluid Dynamics
- Vanessa Research
TIP Facilities & Offerings

By coupling UConn's world-class research resources, facilities, and business support services with a network of experienced investors and entrepreneurs, TIP helps launch startups ready to transform their respective markets. The advantages of working with TIP are numerous:

- State-of-the-art labs & office space
- Shared resources & common areas
- Business planning expertise
- Strategic access to University
- Access to facilities, library & databases
- Connection to scientists
- Interns, fellows & graduates
- Entrepreneurial community
- Animal facilities & clinical trials

www.tip.uconn.edu

UConn Locations

Cell & Genome Sciences Building
400 Farmington Avenue
Farmington, CT
06032

Advanced Technology Laboratory Building
1392 Storrs Road
Storrs, CT
06269

Longley Building
270 Middle Turnpike
Storrs, CT
06229
TIP Staff & Entrepreneurs in Residence

Mostafa Analoui
Executive Director of Venture Development

Paul Parker
Director of TIP

Nicole Baccaro
Manager of TIP

Paige Rasid
Technology Commercialization & Industry Relations

Ana Fidantsef
Technology Licensing Associate

Gloria Kolb
Entrepreneur in Residence

Thomas Gerson
Entrepreneur in Residence

Barry Schweitzer
Entrepreneur in Residence

MaryJane Rafii
Entrepreneur in Residence
TIP Advisory Board

Craig Anderson
Regional Network President
UnitedHealth Group

Matthew D. Cohen
Vice President Research & Development
Medtronic

Colleen Feriod Cuffaro, Ph.D.
Principal
Canaan Partners

Nicholas Donofrio
Executive Vice President
Innovation & Technology (Ret.)
IBM

Timothy B. Folta
Professor, Faculty Director, CCEI
UConn

James (Jim) Fritz
Executive Director Innovation Business Development
United Technologies

Susan Froshauer, Ph.D.
Vice President
CURE Collaborations LLC

Victor Hesselbrock, Ph.D.
Senior Associate Dean for Research
UConn Health

Peter Hicks
Senior Vice President Manager Emerging Growth Banking Group; Sponsor and Specialty Finance, Webster Bank

Mee-Jung Jang
Co-Founder & Managing Director
Jefferson Investors

James T. LaFrance
CEO & President
LaFrance Consulting, Biotechnology Advisor and Investor

Charles Lee, Ph.D.
FACMG
Scientific Director & Professor
The Jackson Laboratory for Genomic Science
TIP Advisory Board

Chris McLeod
Managing Partner
Elm Street Ventures

Christine Meehan
Entrepreneur in Residence
School of Nursing, UConn; Angel Investor, Golden Seeds

Gerald A. Michaud
President & Director
Horizon Technology Finance

Paul F. Thompson
Chief Strategy Officer
Health & Life Sciences DXC Technology

Juan Salazar, MD, MPH
Physician-in-Chief, Professor
Chair, Pediatrics, School of Medicine, UConn Health, CCMC

Shana Schlossberg
CEO
Upward Hartford

John Strahley
Managing Director
Ironwood Capital

Sal Syed
CEO & Co-Founder
Arccos Golf

Mei Wei, Ph.D.
Professor and Associate Dean for Research and Graduate Education
Mat. Science & Engin - UConn

Shawn P. Williams, Ph.D.
Vice President, Research & Development
Rogers Corporation

David Wurzer
Executive Vice President & Chief Investment Officer
Connecticut Innovations
UConn TIP is a community of enthusiastic, talented, and entrepreneurial-minded students, faculty, industry colleagues, entrepreneurs and partner organizations. Support by our generous sponsors enhances our programs, adds to the success of TIP companies, and showcases their commitment to the innovation economy.

For sponsorship opportunities that match your organization’s interests, contact: TIP@uconn.edu

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GOLD SPONSOR

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