UConn Technology Incubation Program

TIP ANNUAL REPORT 2018
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“TIP is a comprehensive platform providing a unique ecosystem 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

2018 was a record-setting year for companies in UConn Technology Incubation Program (TIP). This is reflected in the total capital raised, revenue, number of resident companies, and high-value employment. This accomplishment is a culmination of dedication, planning and execution by a broad range of players within our ecosystem. This includes UConn innovators, a broad range of external innovators/collaborators within and beyond Connecticut, various entrepreneurship programs, our Executives/Entrepreneurs In Residence (EIR), mentors, angel and VC investors, Technology Transfer and Venture Development team.

TIP is rapidly evolving into a multidisciplinary environment that brings together key internal and external players, who work and support each other, with a focus on the conversion of ideas to impact.
2018: By the Numbers

Funding in Millions

<table>
<thead>
<tr>
<th>Type</th>
<th>2018</th>
<th>Since 2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity &amp; Debt</td>
<td>$94</td>
<td>$258</td>
</tr>
<tr>
<td>Grants</td>
<td>$9</td>
<td>$71</td>
</tr>
<tr>
<td>Revenues</td>
<td>$8</td>
<td>$59</td>
</tr>
<tr>
<td>Total</td>
<td>$111</td>
<td>$388</td>
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High-Potential Companies Developing Cutting Edge Technologies From:

- Canada
- Connecticut
- Indiana
- Maryland
- Massachusetts
- Rhode Island
- Harvard
- John Hopkins
- MIT
- UConn
- Yale

19 Companies raised over $500K
11 Companies raised over $1.0M
2 Companies raised over $35M in Equity
1 Company generated $6.2M in Revenue

*Figures highlighted signify TIP records

Employment

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<th>2018</th>
<th>Since 2003</th>
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<tbody>
<tr>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>0</td>
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<tr>
<td>1</td>
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<td>5</td>
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<td>5</td>
<td>6</td>
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<td>7</td>
<td>7</td>
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<td>8</td>
<td>8</td>
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29,500 SQUARE FEET OF LABS & OFFICES

55 OFFICES

44 WET LABS

95% OCCUPANCY

49 GRANTED PATENTS

$953,000 in Taxes

34 FILED

65 IN PROCESS

50 71 91 119 26 30 70 73

FULL-TIME  PART-TIME

UCONN UNIVERSITY OF CONNECTICUT TECHNOLOGY INCUBATION PROGRAM
TIP Companies at a Glance

Materials & Engineering

- 3D Array Technologies
- Arax Engineering
- Innovation Cooperative 3D
- Solution Spray Technologies
TIP Companies at a Glance

Biotech

- Azitra
- Bactana
- Bioarray Genetics
- CaroGen
- Charles River
- Connecticut Children’s Medical Center
- Cornovus Pharmaceuticals
- Frequency Therapeutics
- ImStem Biotechnologies
- LambdaVision
- Lipid Genomics
- Medisynergics
- Mitotherapeutix
- Potentiometric Probes
- QCDx
- Quercus Molecular Design
- RallyBio
- Shoreline Biome
- Thetis Pharmaceuticals
- Torigen Pharmaceuticals
- Vanessa Research
TIP Companies at a Glance

Medical Devices
- Avitus Orthopaedics
- Biorasis
- CytoVeris
- Mobile Sense Technologies
- Oral Fluid Dynamics
- QRFertile
- Simvize
- YouComm
TIP Companies at a Glance

Software

- Lincus
- Sheen Health
- Diameter Health
- TryCycle Data Systems
- Oscilloscope
Highlights

Diameter Health Graduates from program. Eric Rosow CEO receives TIP Growth Award!

Lipid Genomics Wins Patent for Heart and Immune Disease Biologic!

Ashley Kalinauskas wins 2018 Innovation Award at Animal Investment Forum!

Potentiometric Probes wins R&D Grant for Voltage-Sensitive Dyes!

Bactana raised $1.3 million to develop probiotics for livestock!
Highlights

UConn Technology Incubation Program Companies Raise Record $115M in 2018!

UConn TIP is not only a beautiful and versatile space for startups, but it offers a vivid community of CEOs, advisors, and mentors.
-Marcia Fournier, Founder and CEO BIOARRAY Genetics Inc.

LambdaVision launches experiment into space that could one day cure blindness!

TIP has been an integral part of our ability to develop and grow as a company.
-Bob Hemley, COO Mitotherapeutix

The TIP program helped us accelerate by providing insight and support that would be available to companies many times our size.
-Mark Driscoll, Co-Founder & CSO, Shoreline Biome, LLC

UCONN TECHNOLOGY INCUBATION PROGRAM

UCONN RESEARCH
Over the past 14 years, all TIP funding metrics have increased. The highest increase being with Equity and Debt. From 2004, Equity and Debt have increased from less than $10 million to almost reaching $100 million. The other revenue metrics, while not as drastic, have also steadily increased. The number of companies has increased as well, which has had a significant impact on revenue growth.
Since TIP was established in 2004, the total number of companies has spiked. Currently boasting 38 individual companies, TIP has doubled the total number of companies since 2009.
TIP Company Employment

Each time a new company joins TIP, the total number of employees grows. Currently TIP companies have nearly 200 full-time and part-time employees.
TIP Events

TIP FELLOWS RESEARCH DAY

24 STUDENT FELLOWS presented on their 10-week program with TIP’s startup companies. Research Day was held at UConn Health on August 1st, where students presented their summer work.

TIP COMMUNITY GATHERINGS

SUMMER, FALL & HOLIDAY events were held to bring our entrepreneur community together. TIP companies, sponsors and special guests were invited to these gatherings to network and socialize informally.

PRODUCT SHOWS & LUNCH AND LEARNS

30+ VENDORS showcased their products and services to TIP companies. Some have given lunch & learns and others informative presentations.
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 and bring advice and expertise to our member companies. In 2018, TIP hosted presentations by Life Science Nation, Charles River, IBM, serial entrepreneur Manny Villafaña with UBS, Houlihan Lokey, Life Science Nation, Novo Nordisk, Unshackled Ventures and more.

INNOVATION WORKSHOP

PATENT CELEBRATION

To honor, inspire, and encourage UConn’s innovative faculty for their cutting edge research and discoveries, the Innovation Workshop was held on March 19. TIP CEOs and EIRs were featured on the entrepreneurship panel.
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
✓ Connections to scientists
✓ Business planning expertise
✓ Strategic access to University
✓ Access to facilities, library & databases
✓ Shared resources & common areas
✓ Interns, fellows & graduates
✓ Entrepreneurial community
✓ Animal facilities & clinical trials

www.tip.uconn.edu

UConn Locations

UConn Health
CGSB Building
400 Farmington Avenue
Farmington, CT
06032

UConn Storrs
ATL 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

**Brandon Nickle**
Coordinator of TIP

**Paige Rasid**
Technology Commercialization & Industry Relations

**Ana Fidantsef**
Technology Licensing Associate

**Gloria Kolb**
CEO at Elidah
*Entrepreneur in Residence*

**Thomas Gerson**
Venture Coach at Entrepreneurship Lab
*Entrepreneur in Residence*

**Barry Schweitzer**
Venture Partner at Elm Street Ventures
*Entrepreneur in Residence*

**MaryJane Rafii**
CEO at Asta Pharma
*Entrepreneur in Residence*

**Konstantine Drakonakis**
Director / Venture Partner at LaunchCapital
*Entrepreneur in Residence*

**Eric Knight**
Founder & President at Remarkable Technologies
*Entrepreneur in Residence*

**Erika Smith**
CEO at ReNetx.com
*Entrepreneur in Residence*
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UConn

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Biotech Leader and Entrepreneur

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UConn Health

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Jefferson Investors

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LaFrance Consulting,

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The Jackson Laboratory for Genomic Science

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Managing Partner  
Elm Street Ventures

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

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Horizon Technology Finance

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Evariant

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Diameter Health

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Upward Hartford

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Chief Strategy Officer  
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DXC Technology

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Professor and Associate Dean for Research and Graduate Education  
UConn

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

David Wurzer  
Executive Vice President & Chief Investment Officer  
Connecticut Innovations
TIP Sponsors

UConn TIP is a community of enthusiastic, talented, and entrepreneurial-minded students, faculty, industry colleagues, entrepreneurs and partner organizations. Support from 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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