



Commonwealth Research Commercialization Fund

Mid Fiscal Year Status

Pete Jobse, CEO CIT
February 7, 2012

CRCF Overview

- \$10M total appropriated for FY2012
- \$4M for CIT GAP Fund
- GAP Fund – rolling application acceptance
- \$2M for SBIR Phase I NIH matching program
- \$4M for research related programs
 - Matching Funds
 - Facilities Enhancement Loan
 - Commercialization
 - Eminent Researcher Recruitment
- Research programs two solicitations – October, February

GAP Family of Funds

GAP Criteria/ROI



Criteria

Management Team / Founder

- ✓ Full-Time Commitment
- ✓ Integrity, Passion, Creativity
- ✓ Coach-ability
- ✓ Record of High Achievement

Investment Stage

- ✓ Seed-Stage Focus
- ✓ 12-36 Months Prior to Series-A
- ✓ Pre-prototype – Newly-Launched Technologies

Proprietary Advantage

- ✓ Unique Technology
- ✓ Defensible IP Position
- ✓ Difficult-to-Replicate Business Model

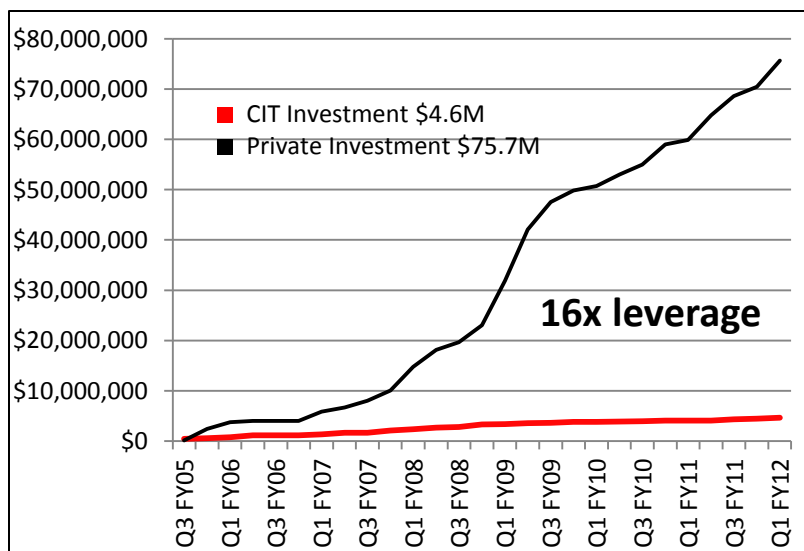
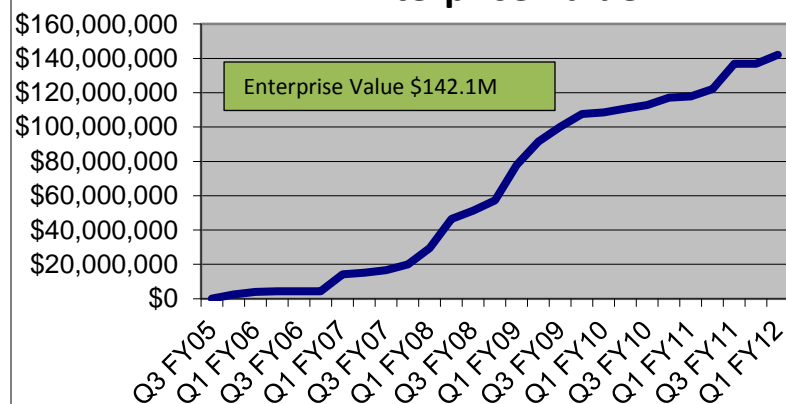
Scalability

- ✓ Markets with Big Buying Power
- ✓ Potential for Dominant Market Position
- ✓ \$20-50M Top-Line within 5 years

Industries

- ✓ Technology
- ✓ BioLife
- ✓ Energy

Enterprise Value



Commonwealth of Virginia
Office of Governor Bob McDonnell

FOR IMMEDIATE RELEASE

November 1, 2011

“.....C3RS has hired four additional people this year and is in the process of hiring 10 more by the end of 2011 for expanded operations in January 2012. Through its recycling efforts, C3RS enables manufacturers to eliminate thousands of tons of carbon emissions by utilizing recycled rubber crumb material in products, which in turn prevents tons of tire scrap from filling up Virginia’s landfills each year.....”

GAP Fund Advisory Board

Venture Funds

- Credit Suisse
- Edison Ventures
- Harbert Ventures
- HIG Ventures
- In-Q-Tel
- Intersouth Partners
- New Enterprise Associates
- SJF Ventures
- Tall Oaks Capital
- Valhalla Venture Partners

Angel Groups

- Active Angel Investors
- Blu Venture Investors

Corporations

- Alpha Natural Resources
- GE Energy
- Johnson & Johnson
- Carilion

Research Institutions

- IALR
- NIH Office of Tech Transfer

Cashed-Out Entrepreneurs

FY 2012 GAP Fund Execution



	<u>Number</u>	<u>Funding (000)</u>
First time investments closed	7	\$500
First time investments pending < 60 days	11	\$855
First time investments pending > 60 days	6	\$500
Second round investments closed	6	\$329.5
Second round commitments pending > 60 days	15	\$1,415.5
Cyber Security Fund – pending	<u>4</u>	<u>\$400</u>
	49	\$4,000

GAP Company Formations



Initial Investments

Efficient Photon

Industrial LED lighting

McLean

Marz Industries

Diesel engine fuel efficiency

Glen Allen

OhMyGov

Social media trend analysis

Arlington

Public Relay

Public relations media monitoring

Reston

Ringio

Virtual PBX

McLean

Rivanna Medical

Portable ultrasound devices

Charlottesville

IntroHive

Social media relationship mining

Leesburg

GAP Company Growth



Second Round Investments

ROI2	Pharmaceutical influence analytics	Reston
Invincea	Cyber security	Fairfax
Latista	Project management systems	Reston
Altruista	Patient care management systems	Reston
Uknow	Juvenile cyber security systems	McLean
Canvas	Mobile platform form generation	Reston

Commonwealth Research and Technology (R&T) Strategic Roadmap and CRCF

R&T Strategic Roadmap

Key Industry Sectors

- Advanced Manufacturing
- Aerospace
- Communications
- Cyber Security
- Energy
- Environment
- Information Technology
- Life Sciences
- Modeling and Simulation
- Nuclear Physics
- Transportation

Fall 2011 CRCF Solicitation



Program	Number Eligible Proposals	Value of Eligible Proposals	Number considered by RTIAC	Funding considered by RTIAC
SBIR Matching Funds	20	\$1 M	19	\$950 K
Eminent Researcher Recruitment	1	\$250 K	1	\$250 K
Facilities Enhancement Loan	1	\$500 K	1	\$500 K
Matching Funds	16	\$1.7 M	13	\$1.3 M
Commercialization	53	\$17.4 M	25	\$7.8 M
TOTAL	91	\$20.9 M	59	\$10.8 M

Fall 2011 CRCF Solicitation



Program	Number Awarded	\$ Awarded	\$ FY2012 Funding	\$ Remaining in Fund	# Meriting Investment	\$ Meriting Investment
SBIR Matching Funds	16	\$798,962	\$2 M	\$1.2 M	19	\$950 K
Eminent Researcher Recruitment	1	\$250,000	\$4 M*	\$1.2 M*	1	\$250 K
Facilities Enhancement Loan	1	\$500,000			1	\$500 K
Matching Funds	7	\$716,872			14	\$1.5 M
Commercialize	4	\$1,341,399			37	\$12.5 M
TOTAL	29	\$3,607,233	\$6 M**	\$2.4 M**	72	\$15.7 M

* \$ Total available for these 4 programs

** \$150K for CIT's administrative expenses not reflected

Awards



Eminent Researcher

**Virginia Polytechnic
Institute and State
University**

**Recruitment of Eminent Scholar
in Heart Regenerative Medicine
Research (*Life Sciences*)**

\$250,000

Facility Enhancement

**Old Dominion
University Research
Foundation**

**Frank Reidy Center for
Bioelectrics Facility Expansion
(*Life Sciences*)**

\$500,000

Awards



Research Matching Funds

Old Dominion University Research Foundation	A Nonchemical Approach for Creating Platelet Gel (<i>Life Sciences</i>)	\$100,000
Old Dominion University Research Foundation	Development and Commercialization of Pulse Power Technology (<i>Life Sciences</i>)	\$100,000
Region 2000 Research Institute	Center for Safe and Secure Nuclear Energy (<i>Energy</i>)	\$100,439
University of Virginia	Bone Imaging: Technology Development and Pilot Study (<i>Life Sciences</i>)	\$120,000

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Awards



Research Matching Funds (continued)

Virginia Institute of Marine Science	Near-Infrared Reflectance Spectrometry (NIRS) for Evaluation of Oyster Physiology (<i>Life Sciences</i>)	\$97,435
Virginia Tech	Chemical Synthesis of Square Quantum Dots (<i>Advanced Manufacturing</i>)	\$50,000
Virginia Tech	Photovoltaic Inverter Development for Virginia Manufacturing Industries (<i>Energy</i>)	\$148,998
Total		\$716,872

Awards



Commercialization Potential

Black Laboratories, LLC	Processing and Testing of Hydroformed SRF Cavities (<i>Nuclear Physics</i>)	\$91,922
HemoShear, LLC	Interspecies Drug-Induced Vascular Injury (DIVI) Consortium (<i>Life Sciences</i>)	\$500,000
Phthisis Diagnostics, Inc.	Commercialization of Cryptosporidium/Giardia Molecular Diagnostic (<i>Life Sciences</i>)	\$499,477
RetiVue	Bringing Affordable Retinal Screening Technology and Services to the Primary Care Clinic (<i>Life Sciences</i>)	\$250,000
Total		\$1,341,399

Awards



SBIR Matching Funds

AFrame Digital, Inc.

Continuous Fall Risk Monitoring System: Walking vs. Activities of Daily Living (*Life Sciences*)

**Alexander
BioDiscoveries, LLC**

Novel Anti-Viral Agents to Treat Influenza (*Life Sciences*)

Biospherex LLC

Development of an LH-PCR Based Diagnostic for Inflammatory Bowel Disease (*Life Sciences*)

Gencia Corp.

Treatment of Sepsis Bioenergetics Using a Protein Biologic (*Life Sciences*)

HemoSonics, LLC

Development of Quality Control System for In-Vitro Assessment of Hemostasis (*Life Sciences*)

HemoSonics, LLC

Reagent Optimization for In-Vitro Assessment of Hemostasis (*Life Sciences*)

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Awards



SBIR Matching Funds (continued)

INCOGEN, Inc.	Commercialization Strategy for Cancer Biomarker Intellectual Property (<i>Life Sciences</i>)
Indoor Biotechnologies Inc.	Multiplex Array for Mold Biomarkers (<i>Life Sciences</i>)
iTi Health, Inc.	Developing a SPECT Imaging Agent for Early Diagnosis of Pancreatic Cancer (<i>Life Sciences</i>)
iTi Health, Inc.	Comparing Imaging Agent Modalities for Optimal Detection of Pancreatic Cancer (<i>Life Sciences</i>)
Jericho Sciences, LLC	A Novel CNS-Penetrable Antiretroviral (<i>Life Sciences</i>)

(continued)

Awards



SBIR Matching Funds (continued)

LC Technologies, Inc.	Improving Validity of Comprehension Assessment for People with Brain Injury (<i>Life Sciences</i>)
Parabon NanoLabs, Inc.	Mixed-Ligand Targeting of a Nano-Pharmaceutical Against GBM Stem Cells (<i>Life Sciences</i>)
Phthisis Diagnostics, Inc.	Molecular Diagnostic for Microsporidia (<i>Life Sciences</i>)
Synthonics Inc.	Levodopa Pharmacokinetic Optimization by Metal Coordination (<i>Life Sciences</i>)
Xyken, LLC	An Intelligent Capsule Endoscopy Video Analysis Software Platform (<i>Life Sciences</i>)
Total	
\$798,962	