

Washington state Life Science Overview

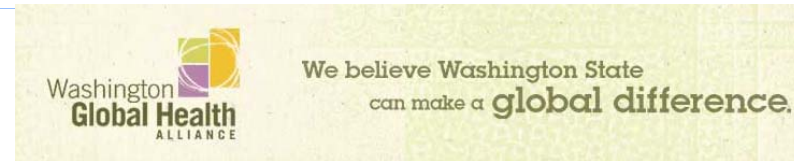


The WBBA



- + Who we are
 - A not for profit association of > 460 life science companies, research institutions, universities and support organizations
- + Our Mission:
 - *Innovation to Realization, from breakthrough discoveries to better health solutions*
- + Focus:
 - Innovation / Research
 - Funding, Capital & Partnering
 - Talent
 - Policy
- + Goals:
 - Increase the awareness and importance of the sector
 - Current and future economic impact
 - Increase support, investment, funding and partnering opportunities
- + Education Programs & Events

World Class Research



Commercialization Efforts



- + Pro-bono consultation
- + Investor/Partnering Days
- + Medical Device Angel Network
- + www.lifesciencestartup.com

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Overview

Life Science Startup is an integrated resource for early-stage life science entrepreneurs in Washington State. Whether you are in the process of [company formation](#), [raising money](#), or need [advice](#), we have you covered with up-to-date community-contributed information. If your needs are not addressed on one of [these pages](#), feel free to create a new one on this wiki website or [send us a request](#).

Places to begin

- [Company Formation](#)
- [Raising Money](#)
- [Business Plan](#)
- [Executive Summary](#)
- [Pitch](#)
- [Consulting & Advice](#)
- [Law Firms](#)

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SEARCH



Washington Biotechnology & Biomedical Association

The Washington Biotechnology & Biomedical Association (WBBA) is an independent, non-profit 501(c)(6) trade association serving the life sciences industry in the state of Washington. Our members include organizations engaged in, or supportive of, research, development and commercialization of life science technologies.

Our Mission is to translate Innovation to Realization... from breakthrough discoveries to better health solutions.

[+ MORE ABOUT WBBA](#)

News & Announcements

October 29, 2009

They are the deals that slip through the cracks unnoticed. They are worth less than \$1 million, but at least...

- [Sirti Winter/Spring 2009 Spotlight](#)

Life Science Innovation Northwest 2010



Save the Date!

March 16-17, 2010

Want to Attend?

Registration opens November 16, 2010

[SPONSORSHIP](#)

Upcoming Events

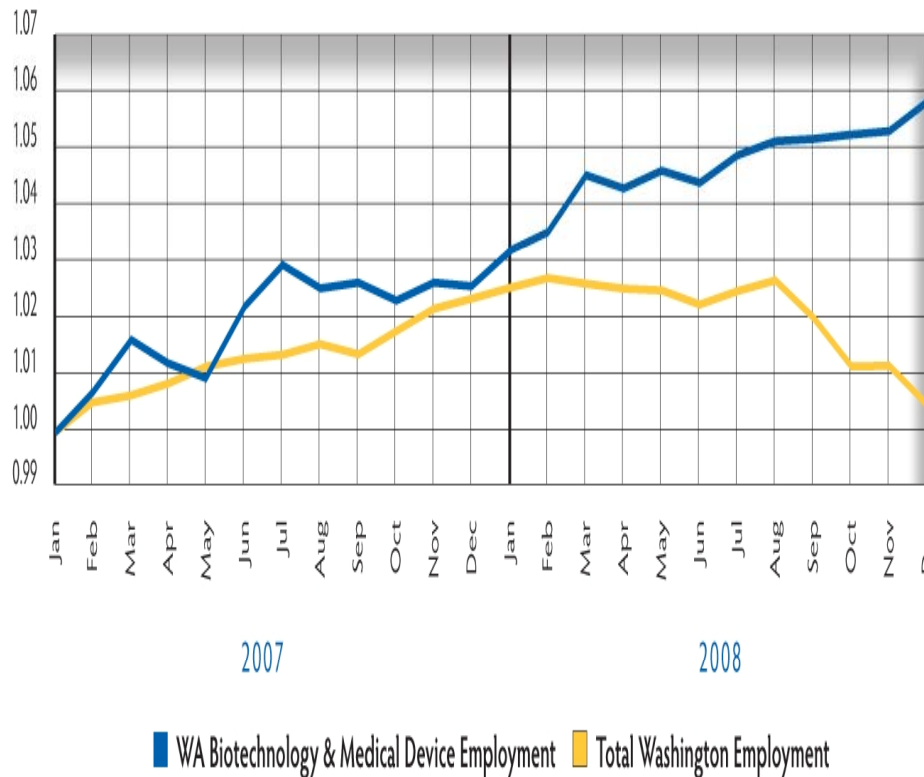
Register today!

WA Life Sciences Overview



- A strong ecosystem: From start-ups to world class academic & research institutions, government labs and multinational corporations.
- Highlights
 - 175 Biopharma companies
 - 205 Medical Device companies
 - 28 non-profit research institutions
 - ~22,000 direct life science jobs
 - ~77,000 total jobs
 - Comparable to the Computer and Electronics sector in employment numbers
 - Only lagging Transportation, Agriculture and Food and Beverage sectors
- High-wage jobs
 - Average wages for life sciences: \$88,482
 - Average wages for other WA private sectors: \$42,178

A Growing Economic Driver



- + “Since the beginning of 2007, job growth in Washington’s life sciences industry has significantly outpaced overall employment in the state.”
- + “Our research strength is an asset that rivals key competitors across the U.S.”
- + “There is activity in life sciences across the entire state.”

Kriss Sjoblom, Vice President,
Research and Economist, WRC

WA Strengths & Future



LEADING STATES NIH FUNDING, FY 2007

Leading States: Total in \$ Thousands

California	\$3,163,252
Massachusetts	\$2,236,110
New York	\$1,934,768
Pennsylvania	\$1,399,308
Texas	\$1,083,465
Maryland	\$976,541
North Carolina	\$931,189
Washington	\$785,736
Illinois	\$723,581
Ohio	\$628,294

Source Battelle calculations
—based on NIH data and
U.S. Census Bureau
population estimate.

Leading States Per Capita

Massachusetts	\$346.70
District of Columbia	\$332.72
Maryland	\$173.81
Rhode Island	\$135.59
Connecticut	\$133.97
Washington	\$121.47
Pennsylvania	\$112.55
Vermont	\$107.14
North Carolina	\$102.77
New York	\$100.26

Global Leadership:

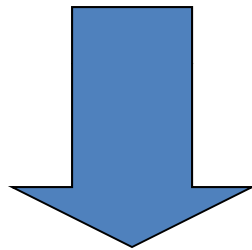
- Biopharmaceuticals
- Medical Devices
- Global Health
- Bio-Energy & Agriculture
- Digital biology, Informatics & Health IT
- Personalized Medicine
- *Collaboration*

Heart Technology

- + Developed disposable 200,000 rpm diamond coated drill for polishing plaque off the inside of coronary arteries
- + Grew the company to 550 employees and manufactured at a 175,000 sq ft facility in Redmond
- + Grew sales to north of \$100 million
- + Was purchased by Boston Scientific Corp and ultimately moved to a manufacturing facility in Ireland

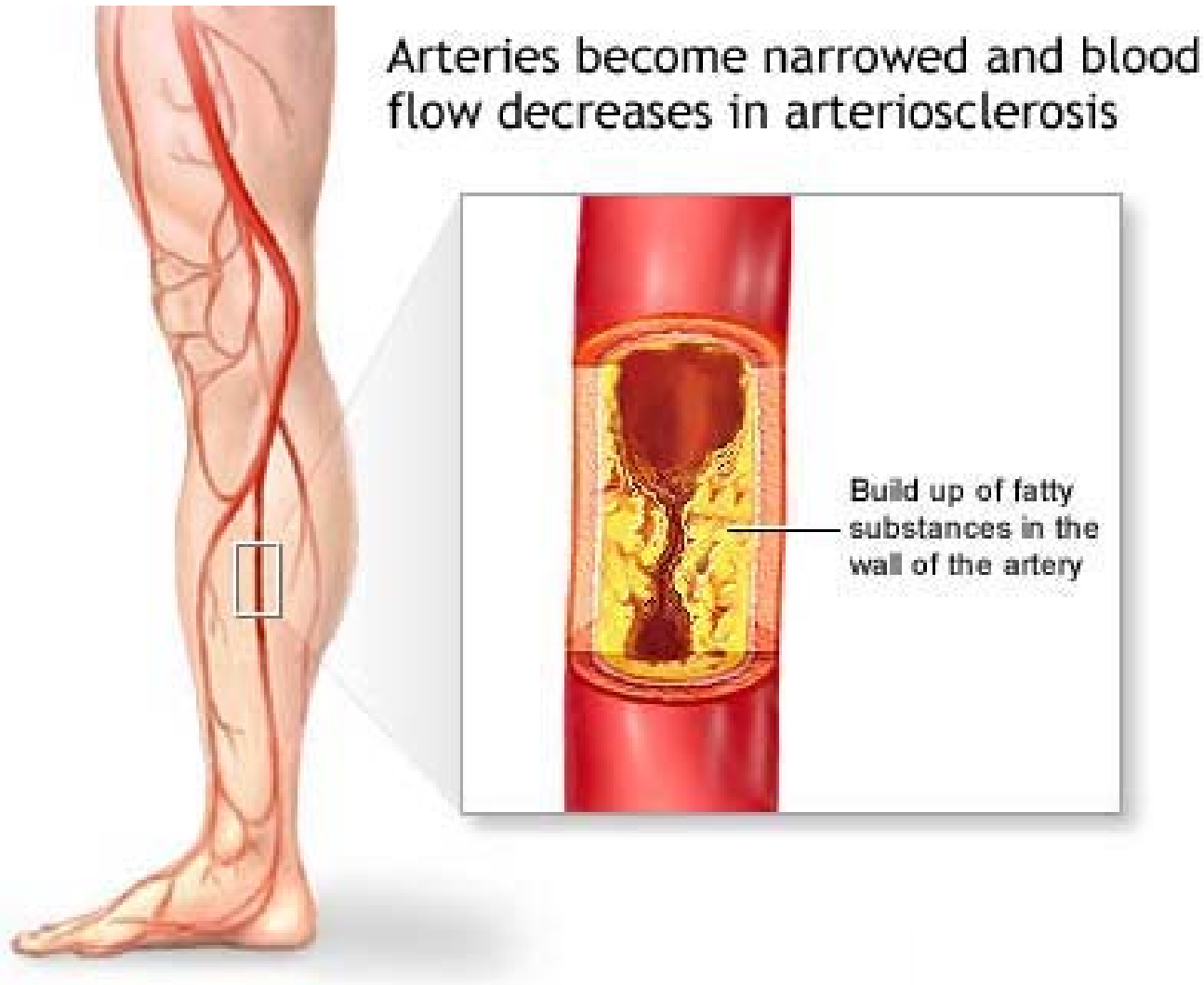
Pathway Medical Technologies, Inc

Aspiration + clinical versatility + predictable performance



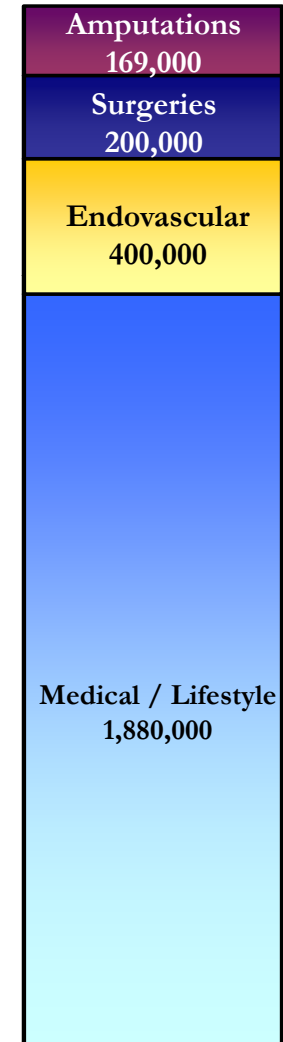
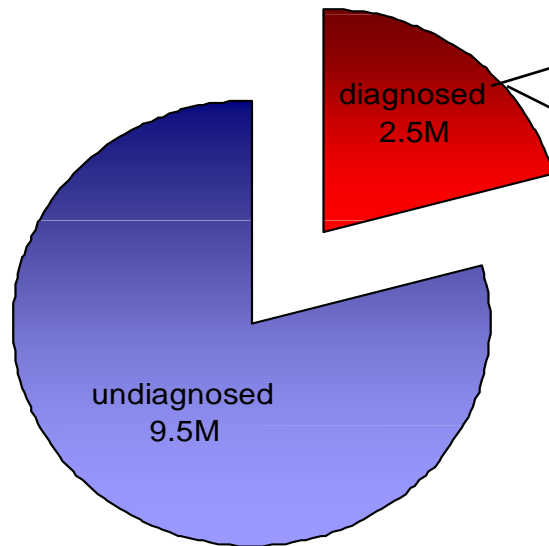
Dramatically improving opportunities for physicians treating Peripheral Artery Disease

Peripheral Arteries



Market is Underserved by Current Endovascular Technologies

- Only 400,000 procedures or 16% of those diagnosed being treated endovascularly
- 369,000 surgical procedures



Estimated 12 million people with PAD in US

Source: SIR 2008

*JETSTREAM*TM Atherectomy System

Distal Tip



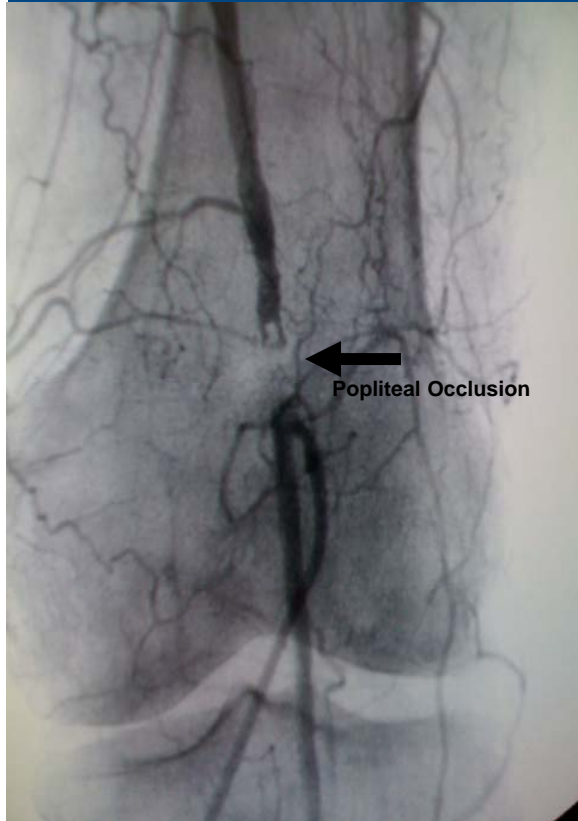
Control Pod



- Differential cutting tip removes all plaque types
- Aspiration ports collect plaque and thrombus
- One step size expansion

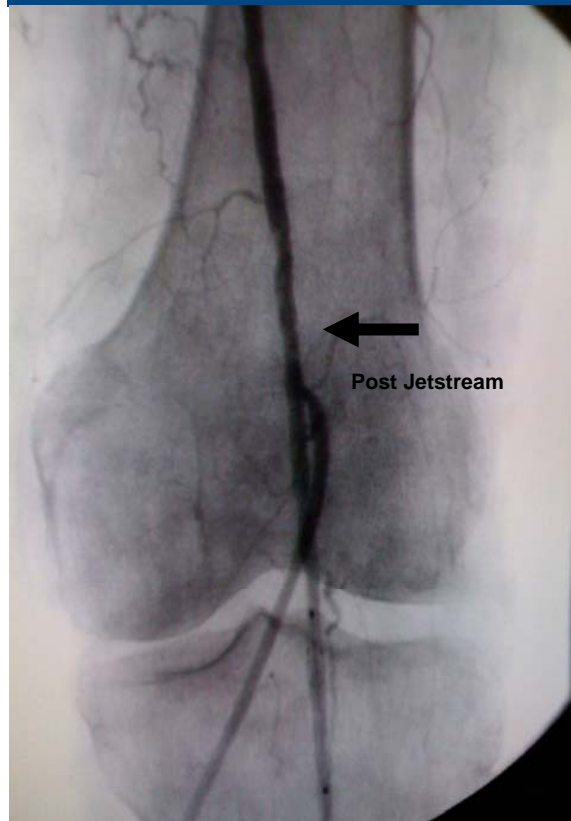
CAUTION: Federal (USA) law restricts this device to sale by or on the order of a physician.

Baseline



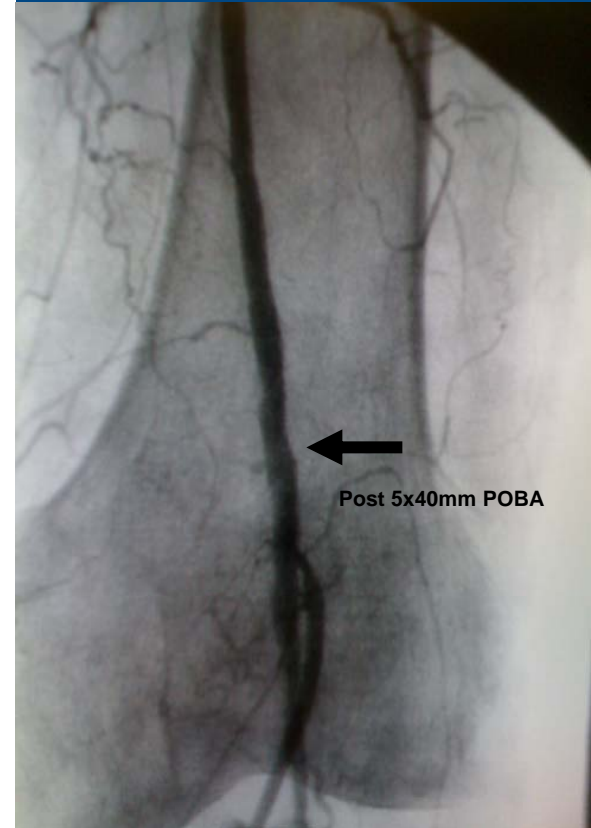
5mm Occluded Popliteal

Post Jetstream



3 passes blades up,
2 passes blades down
Runtime 5:41

Post PTA



5x40mm PTA

Dr. Venkatesh Ramaiah, Arizona Heart Institute 11/18/2008

Indications for use: The Pathway PV™ Atherectomy System is intended for use in atherectomy of the peripheral vasculature. It is not intended for use in coronary, carotid, iliac or renal vasculature.
CAUTION: Federal (USA) law restricts this device to sale by or on the order of a physician.

MK080010 Rev A

What about the future of life sciences?



What about the future of life sciences?



“If we treat our life sciences sector as a strategic resource and encourage its growth, we not only can improve our businesses and our economy, we can change lives.”

Washington state Governor Christine Gregoire





Innovation to Realization

From breakthrough discoveries to better health solutions.

Thank You

