



THE "BIOTECH" EXPLOSION

BIOSCIENCE ASSOCIATION OF NORTH DAKOTA (NDBIO)

- NDBIO is a state affiliate of the Biotechnology Innovation Organization (BIO), the largest trade association representing biotechnology companies in the U.S. and in more than 30 countries.
- BIO Innovations initiatives are to help fuel, feed & heal the world through the use of biotechnology.
- NDBIO is engaged in helping to achieve these goals through innovation, collaboration and advocating for local companies.
- One of the goals of the Bioscience Assn of North Dakota is to not only help local biotech industries expand but to bring the advancing biotechnology industry to our State.

“EXPLOSION OF THE BIOTECH INDUSTRY”

THE BIOTECH INDUSTRY WAS BORN AND EXPLODED HERE IN THE UNITED STATES IN THE YEAR 1977.

FROM THAT TIME, THE INDUSTRY HAS GROWN AND CURRENTLY IN 2022, THE MARKET SIZE, MEASURED BY REVENUE, IS \$140.8 BILLION DOLLARS.

CURRENTLY THERE 1.87 MILLION PEOPLE ACROSS MORE THAN 101,000 BUSINESSES EMPLOYED IN THE INDUSTRY IN JOBS PAYING TWICE THE AVERAGE WAGE WITH THE MEDIAN AVERAGE WAGE BEING \$107,000.

CURRENTLY, ACCORDING TO A 2018 SURVEY BY THE BIO INNOVATION ORGANIZATION IN NORTH DAKOTA THERE ARE 4,159 EMPLOYEES IN 529 “COMPETITIVE” ESTABLISHMENTS MAKING AN AVERAGE WAGE OF \$64,269.00 PER YEAR.

METHODS NDBIO EMPLOYS

ADVOCACY –NDBIO dedicates itself to informing legislative and executive branch decision makers of the value and potential of the industry, the positions of BionD on various issues affecting bioscience, and the creation of new incentive programs to create, expand, and attract new industries to North Dakota..

INNOVATION NDBIO promotes the creation of an entrepreneurial culture in the bioscience and biotechnology research and business development in the agriculture, life and energy science fields while nurturing growth and economic opportunities within the state..

COLLABORATION – NDBIO promotes collaboration between academicians, entrepreneurial companies and companies already engaged in the Biotech industry in North Dakota.

INCENTIVE PROGRAMS

The North Dakota Legislature and the Departments of Agriculture and Commerce have been supportive of our efforts. They have helped us to establish incentive programs that are attractive and helpful in our recruitment efforts.

The two major programs used by NDBIO is the Bio Innovation Grant Fund administered by the North Dakota Department of Agriculture and the Innovation Technology Loan Fund administered by the Commerce Department.

We have other tax incentive programs and loan programs through the Bank of North Dakota but these are the two we use the most.

NUMBER OF COMPANIES FUNDED

- In partnership with the Department of Agriculture, the Bioscience Association expanded the Bioscience Industry in North Dakota through the \$5.5 million dollars Bio Innovation Grant program by making grants to companies either recruited from outside the State or by helping companies located in the State develop their technology and commercialize their products. To date, these companies have created or are projected to create 214 new jobs. The average salary for an employee in companies such as these is \$73,531 a year. Therefore, the State of North Dakota is slated to receive, or has received, at least \$15,735,634 a year in new salary benefits.

INTRODUCTION OF COMPANIES

- SafetySpect, Inc, ., a California-based bio-tech company, who moved their headquarters and operations to Grand Forks, N.D., and are based out of the Center of Innovation in Grand Forks, ND.
- CorVent Medical, Inc. a privately held medical device startup, which is committed to developing and manufacturing versatile, lifesaving ventilators for critical care. This company came from California to the NDSU Research Park in Fargo in January 2022.
- Lincoln Therapeutics from Chicago, Illinois, who is developing and fielding “Intranasal Ketamine as a Non-Narcotic Far Forward Battlefield Analgesia/Anesthesia Solution”. Lincoln Therapeutics is collaborating with the DOD and Thrifty White Pharmacy, a company that employs over 200 people in the Fargo Moorhead area, to develop an Intranasal Ketamine as a non-Narcotic analgesic for forward military use and civilian use.

THE FUTURE IS BRIGHT!

- It is the Association's view that the future is bright for the Bioscience Industry in North Dakota.
- We, at the Bioscience Assn of North Dakota are
- *"Building the Bioscience Industry in North Dakota One Company at a time!"*
- Thank you for your time and attention!