Letter from the President & CEO, & WBBA Chair

We are pleased that Washington’s life science industry and the Washington Biotechnology & Biomedical Association (WBBA) had another productive year in 2014. Thong and I would like to thank all of our member organizations and members who have helped support our mission: "To support and help grow Washington’s life science ecosystem".

WBBA Focuses on 5 Key Strategic Initiatives

- Commercialization of life science innovation
- Talent retention, recruitment and development
- Saving our members $Millions through our Business Solutions Program
- Capital formation and non-dilutive funding
- Competitive local, state and federal policy

Sustainable Growth

- Life Science Innovation Northwest (LSINW): “North America’s largest fully integrated life science exposition”! LSINW continues to grow in stature and importance to the Northwest’s life science ecosystem. 2014 was another phenomenal event! Our keynote speakers and expert panels/facilitated the strongest that we have ever hosted. Moreover, the 2014 “Women to Watch” awards were outstanding and WBBA TV was launched this year. We look forward to seeing you June 30th for LSINW 2015.
- Commercialization: WBBA is on track to mentor and support our 300th life science startup company since 2009. These companies have raised millions of dollars, employ hundreds in the state and approximately 25% have commercialized their products, many manufacturing here in Washington State.
- Capital formation and non-dilutive funding: our efforts with WINGS, VIP Forums and non-dilutive initiatives have supported several of our members’ efforts to raise the capital and resources needed to grow and meet their objectives.
- Policy: the life science sector continues to grow in stature with our local, state and federal policy makers. We have had numerous roundtable discussions with industry and policy leadership. WBBA’s BIO PAC has become an important component of our policy efforts, having contributed to 80 state-wide legislative races over the past year.
- Networking events: in 2014, WBBA hosted and facilitated more than 40 events, from small intimate roundtable discussions to Life Science Innovation Northwest. More than 5000 attendees participated in at least one of our events.
- Saving $Millions for our members: our Business Solutions Program continues to grow. Our members are on pace to purchase more than $40 million and save more than $14 million with our Business Solutions Partners!
- Membership: in 2014, WBBA is celebrating our 25th anniversary. We are on track to break the 700 member mark for the first time since we were formed in 1989. WBBA continues to be one of the largest life science trade associations in the world.

New Programs in 2014

- Innovate Health: digital health is one of the fastest growing segments of our membership. We are proud to be a leader in this space with our partners Cambia and Point B.
- “Middle Earth”: at our 2013 Annual Meeting, we launched our 10 year vision, “To become the global leader in life science innovation and healthcare delivery.” We are closely with many of Washington State’s healthcare leadership and life science innovators to make this a reality.
- WIN: Washington Innovation Network – is a mentorship program launched this year to develop the next generation of life science leaders in Washington.
- More initiatives are in the works, stay tuned!

Life Sciences is One of Washington State’s Best Kept Secrets! WBBA is working to increase public awareness of the impact our membership has on the health and economic well-being of every citizen, with the goal of increasing the importation of “life science capital” into Washington: fiscal, human and intellectual capital.

We will continue to focus our efforts, programs, initiatives and strategies towards this goal, as well as strategically partner with other organizations and leaders to make this happen. It will take the entire life sciences community working together to make this a reality, but we are confident that Washington has all of the elements necessary to attain our strategic vision.

Together we can fulfill this goal and hope that you are ready to help make it happen!

Sincerely,

Chris E. Rivera, President & CEO

Thong Le, Chairman

"Kickstart and Cadence Biomedical have really changed my life. I’ve gone from being sedentary and having hip pain to now doing three days a week adaptive PE, two days a week of OT clinic, and taking ballroom dancing lessons with my husband. I used to use a Segway to get anywhere that I was going to have to walk further than a block. And if I did any kind of walking at all, I had so much pain that I had to take naproxin. But now I can go anywhere, and I can walk most anywhere."

— Donna Jang
WBBA’s Commercialization efforts encompass multiple programs and partnerships focused on increasing access to capital and facilitating the transition from innovative discovery to commercial realization.

**WINGS, the Washington Medical Technology Angel Network**

Born out of WBBA in 2010, WINGS is a nonprofit angel investor network that facilitates seed and early stage investments for medical technology companies in Washington.

Since WINGS’ inception:
- 224 unique medical technology opportunities have been screened by the 20+ member WINGS Screening Committee
- 58 companies have presented at 19 WINGS Investor Meetings
- WINGS Angels and their networks are responsible for $9.2M invested in 15 Washington companies, who have collectively raised over $150M

**VIP (Venture Investment & Partnering) Forums**

WBBA brings high quality venture investors and strategic partners (“VIPs”) to Seattle for a showcase of the most promising life science companies and research opportunities in the region. Each Forum features a Plenary Session and Networking Reception to allow VIPs to communicate specific investment and partnering interests and strategies, and network with the local life science community. In addition, WBBA coordinates a day of one-on-one meetings with the VIP and preselected local companies and research groups. From 2012 to 2014, VIPs Bristol-Myers Squibb, Johnson & Johnson Development Corp., LongTech Medical Technology, Novo Nordisk and Eli Lilly and Company visited Seattle. During this time, WBBA arranged 180 one-on-one meetings between the visiting VIPs and 120 local companies, entrepreneurs and research groups.

In total, VIP Forums have facilitated nearly 300 one-on-one meetings for 175 member organizations. In addition, nearly 800 life science professionals have attended the VIP Forum Plenary Sessions and Networking Sessions. According to a VIP Forum follow-up survey, more than 60% of VIP Forum one-on-one meetings have led to a second meeting and more than 30% of the groups are in ongoing discussions with a past VIP.

**Commercialization Consulting**

WBBA offers pro bono consulting to all member life science companies. Through September 2014, over 75 unique companies have utilized our Commercialization Consulting program. Since consulting services began in 2009, WBBA has coached, mentored and advised nearly 300 local emerging companies. These companies are making great progress: more than 80% are still in operation, 65% have raised money (> $430M) and hired employees (~430 FTE), and nearly 25% report revenues.

**Innovate Health**

The mission for Innovate Health is to develop an educated, funded and motivated entrepreneurial community that will build relevant, validated IT solutions for healthcare.

Our region is dense with globally recognized healthcare providers, innovative payers, an entrepreneurial mindset and the best technology talent in the world. WBBA will leverage its existing member base, infrastructure and model programs to support and help grow the health technology sector in Washington. The strategy behind Innovate Health involves initiatives focused on supporting access to capital, promoting partnerships with payers, providers, patients and purchasers, and building the digital community.

"We wanted to reach out to you and the WBBA and say thanks for your help and support! We just got notice that 2Morrow was selected for an LSDF Grant. Feedback, coaching and advice from the WBBA played an important role in preparing 2Morrow for the grant proposal and pitch. Thank you for your support... we plan to make you proud."

— Jo Masterson, COO of 2Morrow, Inc
Life Science Sector Economic Impact in Washington

When I came to Washington, the strong research was centered at the University of Washington and had somewhat of a localized feel. However, Washington has become an epicenter of global health research through the work of many and their willingness to partner on our common goal of eradicating diseases that cause suffering and death for millions of people every year.

— Ken Stuart, Founder, President Emeritus & Trustee, Seattle BioMedical Research Institute

Federal research funding remains a bright spot for life sciences in Washington. For Fiscal Year 2014, National Institutes of Health grants to Washington organizations totaled $858 million, up from $835 million in FY 2013. The state’s share of NIH grants has grown from 3.5 percent in FY 2007 to 4.0 percent in FY 2014.

— Kriss Sjoblom, Vice President, Research and Economist, WRC

We’ve expanded to be one of the top reference laboratories in the country. We are nationally recognized for our innovations in clinical diagnostics, cutting-edge laboratory management systems, including state-of-the-art automation and support services, designed to positively impact the economic health of the patients, hospitals and communities where we do business.

— Dr. Francisco R. Velázquez, President and CEO, PAML, LLC, Spokane, WA

$7.1 Billion contributed to personal income

$11.4 Billion contributed to GDP

92,400 total jobs in the life science sector

34,200 direct jobs in life sciences

$83,000 average wage in the life science sector

$53,000 average wage in all other private sectors

5th Largest industry sector in the state

500+ biopharma, medical technology and research organizations

74 Washington cities host life science organizations

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WASHINGTON LIFE SCIENCES:
25 Years of Life Changing Innovations
A 25-Year Timeline of Major Occurrences in Washington State’s Life Science Community

Decades after Physio-Control invented the defibrillator in the 1950s, many leading innovations in healthcare have come from Washington State. Through the efforts of the Washington Biotechnology & Biomedical Association (WBBA), more people are learning that bone marrow transplantation, kidney dialysis, biologics like Enbrel, and other life changing innovations were developed in Washington State. In addition to being the home to top research institutions and hundreds of life science organizations, Washington has also become a leader on the global and digital health fronts.

As WBBA celebrates its 25th Anniversary, we are proud the rest of the world is recognizing Washington has, and is continuing to make, a global impact on the world’s heath.

1989
Washington Biotechnology Association Founded
August 22 - Renamed Washington Biotechnology and Biomedical Association 1994

1989
E. Donnell Thomas of Fred Hutchinson Cancer Research Center (established 1970) awarded Nobel Prize for bone marrow transplantation

1990
Physi-Control (founded in 1995 by Dr. Karl William Edmark, inventor of the DC defibrillator) celebrates its 50-year anniversary

1990
Corixa (founded 1994) acquired by Eli Lilly and Company - CMC Biologies and Califage formed

1998
Philips Healthcare acquired ATL Ultrasound (spin-out from the University of Washington; Dr. Gene Strandness of UW introduced the first Doppler ultrasound instrument for clinical use in 1967)

1998
Elenorecept (later Entegr) released for commercial use by Immunex Corporation (acquired by Amgen 2002)

2000
Dr. Leroy Hood, established the Institute for Systems Biology (ISB)

2000
The Bill & Melinda Gates Foundation Formed

2005
Physio-Control (founded in 1995 by Dr. Karl William Edmark, inventor of the DC defibrillator) celebrated its 50-year anniversary

2005
Corixa (founded 1994) acquired by GlaxoSmithKline

2005
Life Science Discovery Fund Authority established

2007
Hollister-Stier Laboratories (founded 1971 in Spokane) acquired by Jubilant

2007
ICOS, developer of Cialis, acquired by Eli Lilly and Company - CMC Biologies and Califage formed

2010
ZymoGenetics (founded 1987) acquired by Bristol-Myers Squibb

2010
Signature Genomic acquired by PerkinElmer

2010
Spirition, Inc. (founded 1999) acquired by Olympus

2010
Provenge, developed by Dendreon (moved to Seattle 1999), received FDA approval

2010
Washington State University Spokane is designated the university’s health sciences campus

2012
Novo Nordisk opened its Type 1 diabetes R&D Center in Seattle

2012
Microlance marketed the first Smartphone Ultrasound Device

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2014
Seattle Biomedical Research Institute (established 1976 – Seattle’s first global health organization) awarded $9.8 Million NIH grant to develop HIV/AIDS vaccine

2014
Omeros Corporation (established 1994) received FDA approval of Omnipor

IDOs: Acuratec, Immune Design, BioLife Solutions, Alder Biopharmaceuticals


1990
E. Donnell Thomas awarded Nobel Prize for bone marrow transplantation

1999
BIO International Convention held in Seattle

2004
Alder Biopharmaceuticals established

2006
Gilead acquired Corus Pharma

2009
Novo Nordisk opened its autoimmune disease research center in Seattle

2009
PATH (established in 1977 as PACT) moved to new South Lake Union headquarters

2011
SonoSite (established 1988) acquired by Fujifilm

2011
ADICETRIS, developed by Seattle Genetics (established 1998) received FDA approval

2011
Caeliaze (established 2006) acquired by Gilead

2013
Nanotherapeutics (established 2000) received FDA approval for Prosigia test

2013
Allen Institute for Brain Science (established 2003) named as a leader in the national brain-research and mapping initiative
WBBA Events

The Washington Biotechnology & Biomedical Association produces various types of events designed to inspire, educate, and promote growth and collaboration within the life sciences industry. At each of our events, we encourage member engagement and networking— from our bi-monthly WBBA educational programs to our quarterly, strictly-social, job nights. In addition, we facilitate multiple strategic trainings and signature annual events (Life Science Innovation Northwest and the Governor’s Life Sciences Summit and Annual Meeting). On average, we produce nearly 40 events each year. To promote the efforts of our industry working groups, we host additional meetings and speakers at our offices and at locations throughout Washington State. Attendees at any of these functions find themselves surrounded by the dynamic mix of industry leaders, investors, start-ups, CEOs, and entrepreneurs that make Washington's life science ecosystem exciting and unique. Attending WBBA events often leads to that one amazing connection that will shape your future in the industry.

Life Sciences Leadership Summit
Over 100 people gathered at the Biomedical and Biopharmaceutical building on the beautiful Washington State University Spokane Campus on May 22nd to bring together leaders from across the state to share knowledge about major life science activities and initiatives. As always, the event provided a great overview of what’s happening in our region in Life Sciences and served as an exciting venue to make connections and network. Special thanks to our keynote speaker, Aaron Martin from Providence Health & Services.

Life Science Innovation Northwest
2014 Life Science Innovation Northwest (LSINW) featured an inspiring keynote from John Crowley, CEO and Chair of Amicus Therapeutics. Crowley’s first-hand account of the lifesaving technology that has helped his own two children left many attendees reaching for a tissue. At the end of his remarks, Crowley stated: “It is a tough business, but when it works, it is the best job you can have.”

On the second day of the conference, LSINW honored six extraordinary Women to Watch in Life Sciences from such prestigious organizations as Washington State University, Seattle Children’s Research Institute, Fred Hutchinson Cancer Research Center, and the University of Washington. At the conference end, discussions turned to the future as panelists debated the inevitable Seismic Shifts in Healthcare. Helen Routh, Operating Partner, Health Evolution Partners and former Vice President, Health Solutions Group, Microsoft, offered this advice to attendees: “It’s even more important to keep innovating in this environment than in the past. We need to focus on services, data problems, disease eradication, and changing therapy significantly. And we need to do it by making connections and forming partnerships.”

Governor’s Life Sciences Summit and Annual Meeting
WBBA proudly presented the 10th annual Governor’s Life Sciences Summit and Annual Meeting, where more than 700 leaders from Washington’s life science community celebrated our successes and discussed the industry’s current challenges and upcoming opportunities on the local, national, and global level. In recognition of WBBA’s 25th Anniversary, the event featured a special retrospective on the Washington life science industry. Numerous guests, including keynote Steven Gillis, WBBA Past Presidents and Founding Board Members, and Current Industry Leaders, gathered to toast Washington’s long history of life science innovation and its future continued success.

Events of 2014 Included

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Career Center
The career center hosted nearly 20,000 online total job searches over the past year (compared to 15,000 in 2013). These searches led to more than 273,000 views of individual job openings, enabling nearly 4,000 job seekers to apply for hundreds of life science jobs.

Talent Development at the WBBA
At WBBA, we are committed to talent retention, recruitment and development in Washington’s life science industry. Recently, we introduced a new program to support this effort, the Washington Innovation Network (WIN) for Life Sciences Entrepreneur Mentoring Program.

The inaugural, 2-year pilot program is funded by the Life Sciences Discovery Fund and will deliver ongoing support for the life science community in Washington by matching qualified entrepreneurs with a team of seasoned volunteer mentors. This team-based approach will provide a safe environment where entrepreneurs receive unbiased professional advice from mentors with diverse sets of expertise.

This program is designed to efficiently leverage the infrastructure, reach and mission of WBBA to:
1. Identify and develop more skilled talent in Washington
2. Recruit, train and connect a network of mentors
3. Match teams to increase the probability of the success of new ventures

The long term goal of WIN for Life Sciences is to develop more and stronger life science companies in Washington in order to build a more robust life science ecosystem. This thriving environment will be characterized by an increased number of successful companies, expanded employment opportunities, as well as a deeper and broader talent pool.

Resources

Social Media

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<tr>
<th>Facebook Followers</th>
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The washbio.org web site received nearly 10,200 visits in the first half of 2014.

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A strong mentoring program is a proven way to help build a thriving community of skilled entrepreneurs and successful ventures. Washington Innovation Network (WIN) has been developed using lessons learned from the successful MIT Venture Mentoring Service.

— Jack Jacobson, Mentor & Co-Director, WIN; Former Mentor, MIT Venture Mentoring Service

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Understanding Global Health Market Opportunities” panelists at Life Science Innovation Northwest 2014

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WBBA’s mission is to Support and Help Grow Washington’s Life Science Ecosystem. As part of this mission, we are intensely focused on the needs of our members and the value that we deliver. We continue to seek ways to build a strong return on investment to our members through:

- Timely, high-quality and educational events throughout the year
- Access to a consortium of purchasing solutions
- "One voice" representation to our government
- Ongoing networking opportunities to tap into the heart of our life sciences community

**Membership**

In 2014, the WBBA is on track to add more than 120 new members, maintaining the WBBA as one of the largest life science trade associations in the world.

**Saving $ Millions for Our Members**

Our Purchasing Programs continue to grow. In 2014 our members are on track to save more than $14 million on purchases of more than $40 million with our WBBA Business Solutions and Development partners.

**Purchasing Partners**

Our Business Solution and Development partners are leading industry suppliers who provide members with significant savings on a variety of goods and services, including employee benefits, supplies and equipment, training programs and much more. In 2013, our members saved over $14 million on purchases of more than $40 million.

**RETRO Program**

In 1999, the WBBA established a Retrospective Rating Program (RETRO) that allows qualified, participating Core Member companies to earn refunds on premiums they pay the Washington State Department of Labor and Industries (L&I). The 2014 WBBA RETRO program returned over $500,000 to member organizations. To date L&I has returned over $4.4 million to WBBA and its participating RETRO members. Administered by Employer Resources Northwest, WBBA RETRO provides the 59 participating companies with strong motivation to improve worker safety and keep claim costs low.

**Wells Fargo Insurance Services**

The WBBA Employee Benefit Program is a fully integrated and seamless approach to providing the highest levels of benefit products and services to our members in the life science industry. WBBA’s partnership with Wells Fargo Insurance Services USA has helped participating members obtain affordable and quality group benefits including medical/dental/vision coverage, life insurance and more.

The affordability and quality of the WBBA Benefit program is reflected in the plans participation growing over 50% since 2012.

**Current Member Types**

- **Core** 43%
- **Associate** 37%
- **Affiliate** 12%
- **Other** 6%

**Current Core and Institution Types**

- **BioPharma** 44%
- **Medical Technology** 28%
- **Research & Non-Profit Institutions** 13%
- **Digital Health** 9%
- **Investor** 2%

**Member Companies by Number of Employees**

- **10 or Less** 54%
- **11 - 50** 19%
- **51+** 27%

**WBBA Benefit Program Participation Growth**

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Public Affairs/Advocacy

Seeing & Being Seen Helps Move Policy

Elected officials play a significant role in helping to build and retain a strong and dynamic life science industry in Washington State. As a key strategy, WBBA engages on a regular basis with our elected officials at the local, state and federal levels through tours, roundtables, meetings in DC, and targeted events.

Expert Volunteers Leading Policy

WBBA’s strong Government Affairs Council works diligently to ensure a vibrant life science industry. A favorable business climate depends on supportive public policy. WBBA engages with public officials at the city, county, state and federal levels to create and ensure an ecosystem that enables entrepreneurial people and companies to convert innovative ideas into marketable new products, services and jobs.

Policy Making Takes a Village

Our partners in Washington DC, BIO, AdvaMed and MDMA host annual advocacy events that WBBA participates in each year. We also partner on federal issues with We Work for Health. WBBA works with the Washington Technology Industry Association, Washington Clean Technology Alliance and the Technology Alliance to advance supportive state policy for the tech industries in Washington.

Investing in Policy through BIOPAC

BIOPAC is WBBA’s nonpartisan political action committee. It is funded by WBBA members, Board contributions and proceeds from our Annual Golf Invitational. Contributions to BIOPAC help increase the life science sector’s voice in Washington State government through education, information and support for candidates who promote policy’s that help the life science industry to heal, feed and fuel the world. A contribution to the BIOPAC is an investment in the life sciences in Washington.

Rewarding State Policy Champions

The Biotechnology Industry Organization (BIO) honored State Senator Marko Liias and State Representative Pat Sullivan with BIO Legislator of the Year awards at Life Science Innovation Northwest 2014. BIO established the annual awards to honor deserving public servants for their commitment to advancing biotechnology. The awards were presented by BIO’s Patrick Plues. WBBA congratulated and thanked both Senator Liias and Rep. Sullivan for supporting the innovative capacity and job creating potential of life science companies and research institutions.

Fighting for Competitive Policy

The Washington State Legislature failed to renew the industry R&D Tax Credits and the Sales/Use Tax Deferral Incentives. The credits were enacted in 1994 and previously renewed in 2004. Not renewing the credits during the 2014 legislature session significantly weakens Washington’s competitive advantage.

The competitive landscape must not be minimized. Forty other states offer research and development tax incentives. Many of those states currently offer additional incentives including sales tax incentive/deferrals, grant matching funding, loan or investment credits, or other life science incentives.

Renewing the incentives will be our top policy priority in 2015. When we call on you to actively engage with elected officials, please join us.

“Washington State has a rich history of breakthrough research and development in life saving technologies. As we look towards building a stronger culture of innovation and entrepreneurship, we must leverage our history and compete at a higher level to retain this industry. With the help of the WBBA, we’re committed to keeping Washington a global leader in biotechnology.”

— Governor Jay Inslee

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“It’s as though I’m getting a second chance at life and I could never express my gratitude enough.”

— Gracie, SightLife cornea recipient

As Eastern Washington continues to make advancements in the biomedical and biotechnology fields, we must continue to support innovative ideas – ideas that can so often lead to breakthroughs that change the world. Organizations like the WBBA encourage that innovation in our state, and by cultivating a business environment that supports better health solutions in our community — and in communities across the globe — we can help Washington compete nationally and internationally.”

— Congresswoman Cathy McMorris Rodgers

“Our great state’s life sciences community is developing innovative solutions to some of our nation’s biggest challenges. I am proud to continue to partner with so many WBBA members who are working to improve the health of children and adults here in Washington State and around the world.”

— Senator Patty Murray
WBBA Board Members

EXCLUSIVE COMMITTEE
Thong Q. Le – Chair
Accelerator Corporation

Thomas Clement
Acqueduct Critical Care

Stephen M. Graham
Fenwick & West LLP

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ZymoGenetics, a Bristol-Myers Squibb Company

Hovan Asdourian
(Wilson Business Leaders)
Washington State Department of Commerce

Kevin Baldwin
Pricewaterhouse Coopers

Charles V. Baltic III
Needham & Company, LLC

Norman J. Beauchamp, Jr.
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University of Washington School of Medicine

Jan Beck
Novo Nordisk

Bill Brady
Brady & Company

Caitlin Cameron
OtoNexus Medical Technologies

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Washington Global Health Alliance

Rob Coppedde
Cambia Health Solutions

John Cox
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Margaret McCormick, PhD
Matrix Genetics

Erik Nilsson
Insilicos

Chris E. Rivera
Washington Biotechnology & Biomedical Association

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Spiration, Inc. d/b/a Olympus Respiratory America

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