The Kevin M. McGovern Family Center
For Venture Development
In the Life Sciences

Overview
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Overview

• Background
• Staffing/Governance
• Objectives
• Strategies
• Creating Life Science Startups
• Incubating Life Science Startups
• Next Steps
Background

1) Cornell incubating Life Science companies on campus since 2004

2) Current Center facility a 2008 gift to the University from Kevin McGovern ‘70 and family

3) Current program/staff established 2011

4) Operating funds: 60% Cornell, 40% NYS
Staffing

- Exec. Director, Biotech Institute
- Sr. Vice Provost R&D
- Advisory Council
- McG Ctr Director
- CAT Marketing
- Admin
- Student Volunteers
- Student Interns
- Student Admins
- Executives in Residence
- Volunteer Mentors
- Consultants
Advisory Council

- Membership majority professional investors
- All Members bound by NDA’s
- Reviews/Recommends/Rejects/Provides input to:
  - Incubation Plans
  - Admissions
  - Expulsions
- Center Director Oversight
Center Facilities

Key:
- Client Wet lab/Office suites
- Client “MiniLabs”
- Client Offices
- Conference/Break Rooms
- Shared Lab
- Equipment
- Staff Offices
Center Objectives

- Return for Faculty/Staff/Employee inventors
- Revenue for Cornell University
- NY State Life Sciences sector jobs/economic development
Strategies

1) Help create NYS Life Science startups
2) Incubate them to self-sufficient operation
Help create NYS Life Science startups

- Identify high potential Life Science technologies
- Business concept/entrepreneurship consultation
- Management team assembly/development
- University startup services referral
- Pre-License technology maturation
Creating Life Science Startups (1)

- Identify high potential Life Science technologies
Creating Life Science Startups (2)

• Business concept/entrepreneurship consultation
Creating Life Science Startups (3)

Management team assembly/development
Creating Life Science Startups (4)

- Business assessment/plan development
Creating Life Science Startups (5)

University Startup Services Concierge

BR Consulting
BR Advisory
Cornell B.E.S.T.
CCMR
Biotechnology Resource Center (BRC)
Office of Research Integrity and Assurance
Creating Life Science Startups (6)

- Pre-License Technology Maturation

CTAM R01

NYS CAT
Incubating Life Science Startups

- Admission
- Program
  - Incubation Plan
  - Product development
  - Management Team development
  - Business Plan development/validation
  - Fundraising assistance/referral
- Graduation/Expulsion
Admission: Who Can Apply?

- Cornell spinoffs as well as “Non-Cornell” companies
- Incorporated companies
- Operating in NYS
- A business plan
- Management
- Non-Cornell companies welcome via Equity Partnership
  (% of Company Equity in exchange for access to Center)
Incubation (2)

Admission Process

- Mutual Confidentiality Agreement
- Center Application
- Center Primary Screen
- Management team interview
- Multifunction “Red Flag” review
- Space License negotiation
- Incubation Plan Mutual Agreement
- Advisory Council review/recommendation
- Space License execution
Incubation Plan

- Mandatory for all Center Clients
- Goal: profitable operation/significant investment/sale to 3rd party ~ 18-36 months
- New Plans/Changed Plans MUTUALLY agreed
- New Plans/Changed Plans approved by Council
- Council quarterly review of Client Plan Progress
- Fulfillment of Plan results in graduation
- Failure to progress Plan results in expulsion
- Foci: Product, Mngmnt, Bus Plan dvlpmnt
Incubation (4)

Product development to commercially relevant proof of principle

- Center lab/office space @ subsidized rates
- >$0.5M shared in-Center lab and office equipment
- Faculty rates & priority at BRC facilities
- Access to other University Facilities
- Referrals to specialized vendors elsewhere
- Access to CTAM and CAT funding, SBIR/STTR support
Management team development/recruitment

- Recruitment: Cornell advertises, clients hire
- Weekly Management-Center EIR, Volunteer Mentor meetings
- “Building Block” seminars
- Connections/referrals to:
  - Investable management team members/consultants
  - Business service vendors
Incubation (6)

**Business Plan development/validation**

- Full University Library research support
- Student Admins/Interns/Volunteers
- Secondary Market Research
- Cornell Qualtrics Primary Market Research
• **Incubation (7)**

• **Fundraising Assistance/Referral**

• Introductions to potential industry invest

• “Angel”, “Seed” and venture capital investor

• Cornell alumni
  Life Science investment networking
Satisfied Graduates...

**Cornell McGovern Center**

**Class of 2015**

- **Agronomic Technology Corp.**
  - Admitted: Jan 16, 2014
  - Graduated: Jan 8, 2015
  - $2.25M Venture Capital Series A

- **ArcScan, Inc.**
  - Admitted: DATE1
  - Graduated: DATE2
  - $3.1M Angel Investor Series ? Preferred
Client Companies…

Ionica Sciences

ZYMtronix Catalytic Systems

SFM SteriFreeMed, Inc.

Glycobia

SERAPH Robotics

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Next Steps…

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