

**MINUTES OF A REGULAR MEETING
OF THE BOARD OF DIRECTORS OF THE
MASSACHUSETTS LIFE SCIENCES CENTER**

DATE: June 18, 2014

TIME: 2:00 p.m. EST

PLACE: Mack Conference Room, Room #1/2
One Ashburton Place, 21st Floor
Boston, Massachusetts

DIRECTORS PRESENT: Edward Benz, M.D.
Secretary Greg Bialecki
Josh Boger, Ph.D.
Tom Chmura (designee of Robert Caret, Ph.D.)
Secretary Glen Shor
Lydia Villa-Komaroff, Ph.D.

DIRECTOR(S) ABSENT: Adlene Perkins

1. **Call to Order**

Secretary Greg Bialecki called to order the meeting of the Board of Directors (the “Board”) of the Massachusetts Life Sciences Center (the “Center”) at 2:12 p.m. The meeting, having been duly convened, was ready to proceed with its business.

2. **Approval of Board Minutes**

The Board then reviewed the minutes of the May 20, 2014 Board meeting. Upon motions duly made, seconded and unanimously carried, the Board adopted the resolution to approve the minutes.

3. **Chair’s Update**

Secretary Bialecki announced the departure of Board member, Dr. Josh Boger, and

presented him with a certificate of appreciation from Governor Deval Patrick for his dedicated service to the Center and his support of the life sciences cluster in the Commonwealth.

Secretary Glen Shor joined the meeting at 2:15 p.m.

4. Update: MLSC FY '14 in Review

Dr. Susan Windham-Bannister, the Center's President and CEO, presented to the Board on the investments made by the Center in FY' 14. She began with a brief overview of the Center's entire investment portfolio, a total of \$535 million - spread broadly across the life sciences ecosystem and the state. She noted that the Center's investments have leveraged more than \$1 billion from third-party sources.

She moved on to discuss key programmatic achievements and enhancements from FY '14. The 32 Tax Incentive Program Awardees committed to create over 1,000 new jobs in the Commonwealth. The Internship Challenge program closed one round with a record number of internship placements (443) and began a new round that is on pace to surpass the previous record of placements. The Center invested \$51 million in capital projects and \$2.5 million in three early-stage companies through the Accelerator Loan Program, and the Neuroscience Consortium launched its second request for proposals. The Board authorized the Center to administer three new programs (Universal Partnership (UP) Program, the Pre-Accelerator Program and the Recruitment Program) in FY'14, and the International Collaborative Industry Program (ICIP), which the Center piloted in FY'14, will expand to include two new regions: Medicon Valley (Denmark) and Matimop (Israel).

Dr. Windham-Bannister then detailed the ways in which the Center continues to maintain its "sizzle" as well as solidify its role as "the hub" of the life sciences community. The Center received nearly 3,000 media mentions and participated in over 50 events, including numerous

ribbon-cuttings, groundbreakings, speeches and presentations to domestic and international audiences. It maintains contact with its stakeholders through its extensive listserv of more than 5,000 contacts and 2,600 social media followers, and is always present at national and international trade shows. Additionally, the Center continues to attract talent, expanding its staff by six new members, adding a new member to the Board and five new members to the Scientific Advisory Board, and facilitating the relocation of a plethora of companies to Massachusetts. She concluded her presentation by reporting that the Center continues to garner political support.

5. Proposal: MLSC FY' 15 Operating Budget

Brad Rosenblum, the Center's Chief Financial and Administrative Officer, presented to the Board a proposal for the Center's operating expenses. The budget, which included staff salaries, communication programs (e.g. tradeshow, sponsorships, marketing collateral), and administrative supplies, totaled \$4.137 million. He noted that the proposed budget is less than one percent of the investment portfolio the Center's staff manages.

After further discussion, the Board reviewed the relevant Resolution, and, upon motions duly made, seconded and unanimously carried by all voting Board members, the Board adopted the resolution approving the FY' 15 operating budget.

6. Update: MLSC Impact on Life Sciences Job Creation

Dr. Barry Bluestone, Director of the Dukakis Center for Urban and Regional Policy, presented to the Board on the Center's impact on the Massachusetts economy. Last year, Dr. Bluestone released a report that analyzed the operations of the Center and its subsequent impact on the Commonwealth. This new report focused on the Center's role in creating jobs in the Commonwealth. Dr. Bluestone found that the total direct jobs created in the life sciences industry in Massachusetts were 113,678. This figure, an underestimate according to Dr. Bluestone, ranked Massachusetts sixth in the nation in terms of total life sciences employment.

However, when he controlled for population size, Massachusetts ranked number one in the nation in total life sciences employment.

Dr. Bluestone reported an overall increase in jobs in life sciences industry, which now rivals the state's entire construction industry. Moreover, the 113,678 direct life sciences jobs created contributed to the generation of an additional 66,116 jobs in industries supplying the life sciences industry, bringing the total jobs generated by the life sciences sector to 179,794 (without a multiplier). Furthermore, when Dr. Bluestone controlled for core life sciences jobs, the life sciences employment growth rate reached 17.5%, while the Commonwealth's total employment growth rate was only 1.4%.

Dr. Bluestone concluded that the Massachusetts life sciences sectors have become a major industrial force over the past decade, and was particularly important to the economy during the Great Recession when little employment was being generated elsewhere in the Massachusetts economy.

Dr. Benz left the meeting at 2: 57 p.m.

Secretary Bialecki left the meeting at 2: 57 p.m. Secretary Shor presided over the Board meeting.

7. Update: MLSC Accelerator Loan Program Impact

Pamela Norton, the Center's Vice President of Industry Relations and Programs, introduced Laura May, the Center's Northeastern Co-op student, to the Board to present on the impact of the Accelerator Loan Program. Ms. May began with a brief overview of the program's history, highlighting the awardees, loan repayments and success stories (e.g. company growths, acquisitions and product launches).

She went on to discuss the benefit the program provides to the life sciences community. The program has enabled the Center to engage with companies and investors from all across the state, catalyzing partnerships with regional directors, venture capitalists, and other leaders in the

field. Additionally, all of the program's applicants have benefited from the valuable feedback offered by industry experts, improving their chances of advancing in their respective fields. Through the Corporate Consortium, large companies have the opportunity to get an early look at promising young companies and technologies, which also helps applicants by exposing them to large companies that may wish to fund, mentor, or commercialize their innovation.

With respect to awardees, the program has resulted in the creation of 175 new jobs and enabled companies to raise \$149 million in additional private and public funding post award. Ms. May concluded by discussing the program's contributions to the life sciences ecosystem in Massachusetts, namely its role in increasing the demand for suppliers to the life sciences sectors, providing small life sciences companies with the resources to thrive, and attracting large companies to communities with the small companies.

8. Update: MLSC Universal Partnering ("UP") Program Launch

Pamela Norton introduced Tal Dinar, the Center's Senior Coordinator of International Programs, to the Board to present an update on the progress of the Universal Partnering (UP) Program. Ms. Dinar recalled to the Board the program's objectives and parameters. She next discussed the newly created funding mechanism, which will be milestone-based and delivered in two installments. She then detailed the facets of the UP program that distinguish it from the other international program explaining that the UP program has a broader reach, awards smaller grants, and has more flexibility throughout the application and award processes.

9. Update: Preview of 2014 BIO Meetings

Angus McQuilken, the Center's Vice President for Marketing and Communications, presented to the Board on the upcoming BIO International Convention (BIO). The convention, which is the premier gathering of biotechnology industry stakeholders in the nation and across the globe, will be held in San Diego, California from June 23-26, 2014. Mr. McQuilken

explained that BIO will be the Center's best opportunity to market Massachusetts as a great place to do business with companies of every size and at every stage. As such, the Center will sponsor the Massachusetts pavilion with MassBio, enabling it to host events and programs. Mr. McQuilken then discussed the events and programs the Center will host, including three panel discussions, two press announcements, one to announce the UP program and the other to announce the new collaboration between five cities in Massachusetts to promote life sciences growth (Life Sciences Corridor), and 28 "global connect" and networking meetings. Additionally, the Center will show a continuous loop video about the life sciences cluster in Massachusetts.

10. Adjournment

Secretary Shor, upon motion duly made, seconded and unanimously carried, adjourned the meeting at 3:35 p.m.

List of Materials and Exhibits Used During Meeting:

- Minutes from May 20, 2014 Board meeting
- Executive Report
- “MLSC Fiscal Year 2014 in Review” PowerPoint Presentation
- “MLSC Employment 2010-2012 ” PowerPoint Presentation
- “Accelerator Loan Program Six Years in the Making” PowerPoint Presentation
- “ Universal Partnerships (UP) Program” PowerPoint Presentation
- “Preview of Bio” PowerPoint Presentation