

BIONTX

2022 Annual Report



About BioNTX

BioNTX is the bioscience and healthcare innovation trade organization in North Texas, an affiliate of the Biotechnology Innovation Organization (BIO) in Washington, DC. We are the bridge between businesses and job opportunities, providing direct cost savings services, networking events, and educational programming to the bioscience and healthcare community in North Texas.

Mission

We work to build a strong bioscience and healthcare innovation community through educational programming, networking, and collaboration opportunities, and by being the voice and champion for the North Texas biosciences and healthcare innovation community.

Vision

A thriving life science ecosystem in North Texas that connects resources and networks to support the advancement of companies working on ground-breaking science.



A Message to Our Members



Kathleen M. Otto
CEO

Dear Valued Members,

When I think back to the beginning of 2022, when we were coming out of a challenging time, I reflect on how far we have come, and I am grateful to all of you!

Partners like Biolabs, DFW Airport, Lyda Hill Philanthropies, TechFW and All our members have supported our growth, we have learned so much from All of you. We believe in a strong and connected bioscience community in North Texas, and we appreciate all of your contributions to the improvement of lives through healthcare innovation and economic growth via the jobs being created in our region.

2022 BioNTX Members

Industry Leader

Lyda Hill Philanthropies

Sustaining

BioLabs at Pegasus Park
BioTech+ Hub at Pegasus Park
Caris Life Sciences
Dallas Fort Worth International Airport
Polsinelli

Corporate

Ernst & Young
Southwestern Medical Foundation
The University of Texas at Arlington
UT Southwestern Medical Center

Core

Aakha Biologics
Alpha Cognition, Inc.
Articulate Labs
Access Instruments, Inc.
AyuVis Research, Inc.
Barricade Therapeutics Inc.
Beauty Manufacturing Solutions Corp
Cage Bio
Colossal Biosciences
Cx Precision Medicine
DesignPlex Biomedical
DKHS Biotechnologies, LLC
Eosera, Inc.
EtiraRx
Evolve Biologics
Form Bio
Island Pharmaceuticals, Ltd.
Kiffik Biomedical, Inc.
Lantern Pharma
Lifecycle Biotechnologies
Lupagen
Mark Cuban Cost Plus Drug Company
MEDNA Scientific
Memsel, Inc.
Nanoscope Therapeutics
NavTide Therapeutics
NemaLife, Inc.
Nuvothra

OncoNano Medicine Inc.
ReCode Therapeutics
Salarius Pharmaceuticals
Secretome Therapeutics
Signature Biologics
Spectrix Therapeutics
S&W Seed Company
Tranexamic Technologies
VaxDome, Inc.

Associate

AECOM Hunt
B2B CFO Partners, LLC
Bracane Company
Brand Institute
CAI
Carter, Inc.
Cooley LLP
CRB
CSC Leasing Company
Drais Regulatory Consulting LLC
DTR Labs
EisnerAmper
FYX Lab Operations Consulting Group
GL Chemtec International Ltd
Growth Execution Consulting, LLC
Haskell
Health Wildcatters
Higginbotham
Hogan Lovells US LLP
Hughes Pittman & Gupton, LLP
Ishca Health, Inc.
Jones Lang LaSalle
Lakeside Life Science
LaunchBio, Inc.
LPA, Inc.
LumaBridge
MAPP, LLC
McDermott Will & Emery LLP
Mohr Partners, Inc.
Munck Wilson Mandala LLP
MyData-TRUST
Newmark

Nordan Licensing
NVB Ventures
Panthera Biosolutions
Perkins&Will
PHC Corporation of North America
Presage Solutions
PSC Biotech
Qualio
Roger Trinh Talent Solutions
Salem Partners
Scorpius Biomanufacturing
Sleeper Sewell
SmithGroup
TDIndustries, Inc.
Top Hat Financial Advisors
Tower Street Insurance
Turner Construction Company

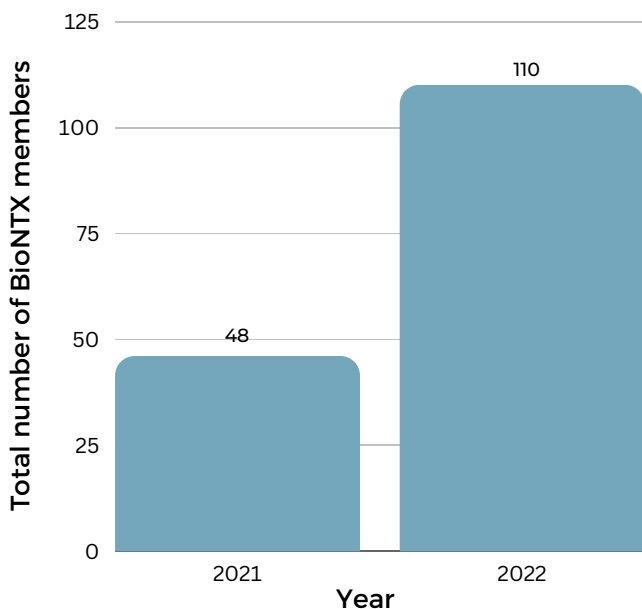
Not for Profit

Baylor University
British Consulate General Houston
City of Grand Prairie Economic Development
Dallas College
Dallas Regional Chamber
Good Days
Healthcare Think Tank
National Center for Therapeutics Manufacturing
Southwest Transplant Alliance
Tarleton State University
TechFW
The University of Texas at Dallas
To Cure a Rose Foundation
UNT Health Science Center at Fort Worth

Thank you
2022 BioNTX Members!



Membership Growth in 2022



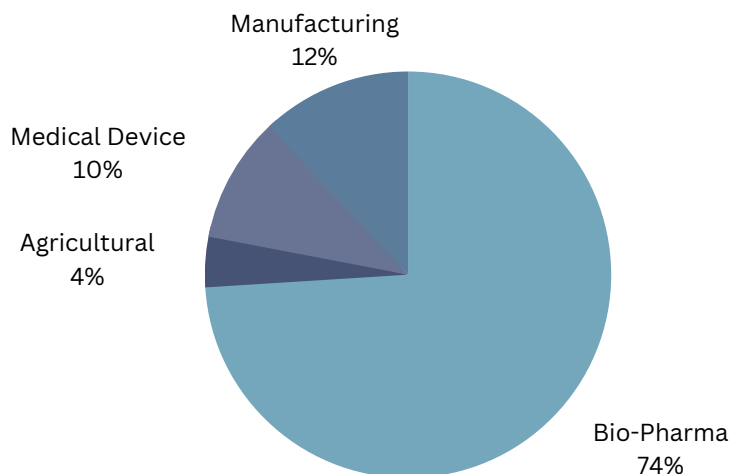
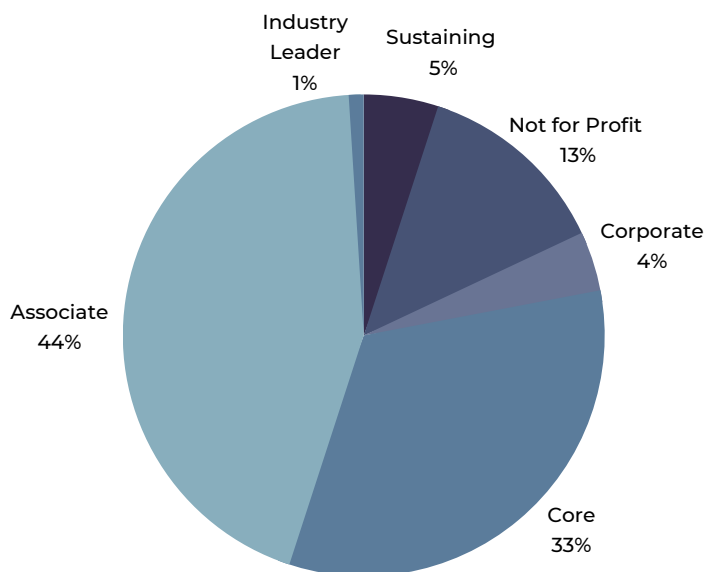
A year over year increase of 56%

Our increase in Membership can be attributed to effectively serving the needs of our stakeholders.

As more companies and professionals within our industry recognize the benefits of joining a trade organization such as BioNTX our membership base can continue to expand. Growth in membership will increase our resources, which can be used to expand our activities and services.

Member Categories

Our members provide financial support, represent industry interests, contribute expertise and knowledge, drive leadership and governance, enhance credibility and influence and facilitate collaboration within the industry. Their active involvement strengthens BioNTX's ability to effectively serve, advocate for the industry and advance collective goals.



Core Membership Summary

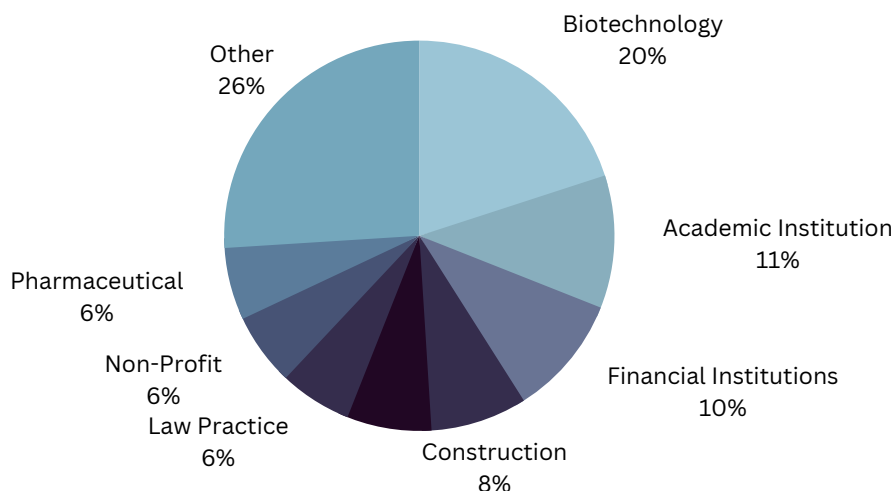
Core Members are vital to the work of our trade organization, representing companies with research and development activities that principally involve bio-pharmaceutical research and development, medical devices, manufacturing, diagnostics, digital health, platform technology and drug discovery.

2022 iC³ Life Science and Healthcare Innovation Summit

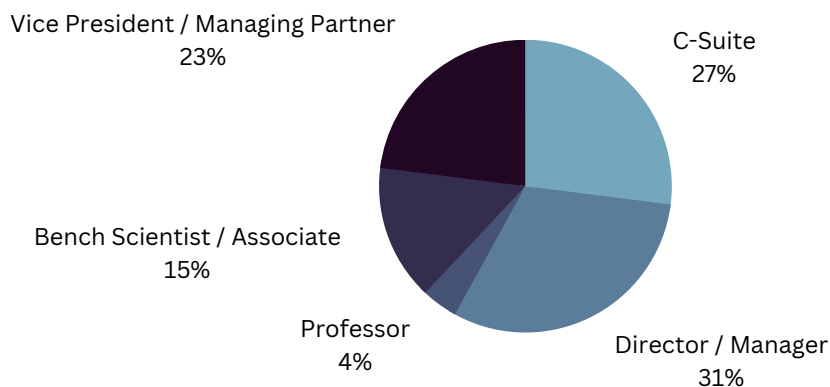
iC³ = Innovation x Capital x Collaboration x Commercialization

The iC³ Life Science Summit serves as the forum where North Texas life sciences and healthcare innovation leaders come together to discuss strategy, exhibit the broad spectrum of North Texas bioscience research, and where the latest innovation, products and services can be seen.

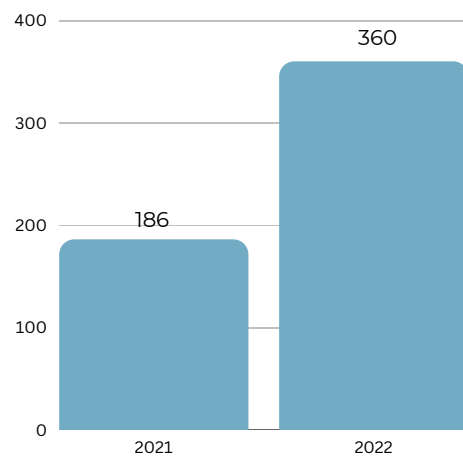
2022 iC³ Summit Attendees are from a variety of industry sectors:



2022 iC³ Summit Attendees work in the following roles:



Year over year growth in Summit Attendance:



2022 BioNTX Other Events

Rare Disease Roundtable

January 25, 2022 - Dallas

In Texas an estimated 3.5 million people are living with a rare disease. BioNTX brought together experts in this field to raise awareness and support academic research activities, patients, and their advocates. We believe Cell and Gene Therapy has the potential to provide treatments for a wide range of currently incurable diseases.



Women Driving Innovation

March 8, 2022 - Dallas

Celebrating International Women's Day, BioNTX believes the role women play in shaping the culture and economic success of the industry in our State is worth applauding. Each year we honor the work that has been done and recognize that there is still work that needs to be done to create gender equality in our industry.



Regulatory 101

April 6, 2022 - Fort Worth | July 12, 2022 - Dallas

Eliminating unnecessary obstacles and saving young companies precious resources is the mantra of our Regulatory series of educational programs. Breakfast meetings held in multiple locations are designed to educate our community of life science and healthcare entrepreneurs.



Talent Network Meet & Greet

May 18, 2022 - Dallas | May 25, 2022 - Fort Worth

Texas is growing faster than any other state in fields that support a booming life science ecosystem. North Texas is blessed with highly qualified Post Doctorate, PhD, and other graduate bioscience and healthcare innovation professionals. BioNTX provides relaxed networking opportunities as well as an annual Career Expo to help build a stronger ecosystem in our region.



HR Forum

May 24, 2022 - Irving

The flip side of the Talent Network is the Human Resource Forum, an opportunity for the heads of HR in our member companies to get to know each other, share best practices and learn from experts.



Career Expo

July 14, 2022 - Dallas

Post Doctorate, PhD, and other graduate bioscience students receive high-level career coaching to overcome struggles in looking for employment outside of academia. This includes group and one on one training as well as networking with BioNTX members who are hiring.



Near Southside & The Life Science Industry Footprint

December 15, 2022 - Fort Worth

The BioNTX Facilities Committee aims to bridge the gap between life science innovation and facility capabilities in North Texas by building a network of collaborators through impactful programming, discourse and connections that make a difference.



Rising Stars

Each year, BioNTX selects Rising Stars in the life science and healthcare innovation industry based on their success and the impact they have or will have improving patient outcomes and the environment.

Each company presents their successes, achievements, and how they continue to impact healthcare and the ecosystem in North Texas.

2022 BioNTX Rising Stars

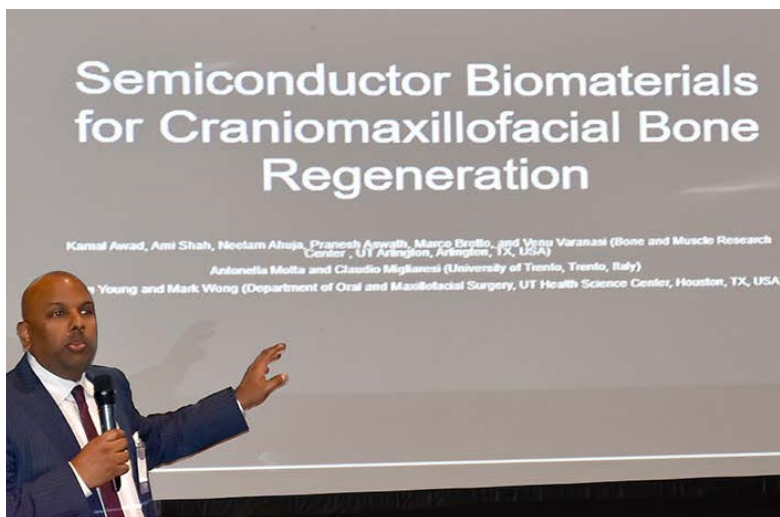


Tech Transfer Office Showcase

The BioNTX Tech Transfer Office Showcase (TTOS) highlights North Texas's strength in innovation while building future leaders and entrepreneurs. This program is designed to help North Texas based academic institutions showcase technologies that are available for licensing, collaboration and/or acquisition.

2022 BioNTX TTOS Winner

The University of Texas at Arlington's Venu Varanasi, PhD is developing biomaterials for craniomaxillofacial bone regeneration. He has created a way to use nanoparticles integrated with gelatin to 3D print bone-forming scaffolds to speed up the healing process from severe cranial and facial injuries.



Thank you for participating
in the 2022 TTOS



\$8.8 M EDA Good Jobs Challenge Grant

BioNTX has received more than \$600,000 from the Economic Development Administration as part of a \$8.8M Good Jobs Challenge Grant to support an entry level workforce in 16 counties in North Texas. BioNTX joined Dallas College as well as the DFW Hospital Council Foundation and others in September 2022 to meet emerging workforce and skills needs while ensuring an industry-led development process. Formally titled 'Grow the Biotech Workforce in North Texas to Meet Emerging Skills Needs via a Collaborative Partnership', the initiative aims to train and place skilled workers in solid, well-paying jobs in Biotechnology and Healthcare-related fields.

To bring industry-sector employers to the table and ensure the creation of a robust training curriculum, educational programs, and viable career pathways; BioNTX has assembled the Biotechnology and Healthcare Industry Alliance of North Texas (BHIANT) in alignment with industry needs and priorities.

The BHIANT will operate with Dallas College and other partners in the Good Jobs Challenge Grant to develop an entry level workforce for the biotechnology and healthcare industries. The verticals included in this initiative are:



Biomanufacturing Technicians



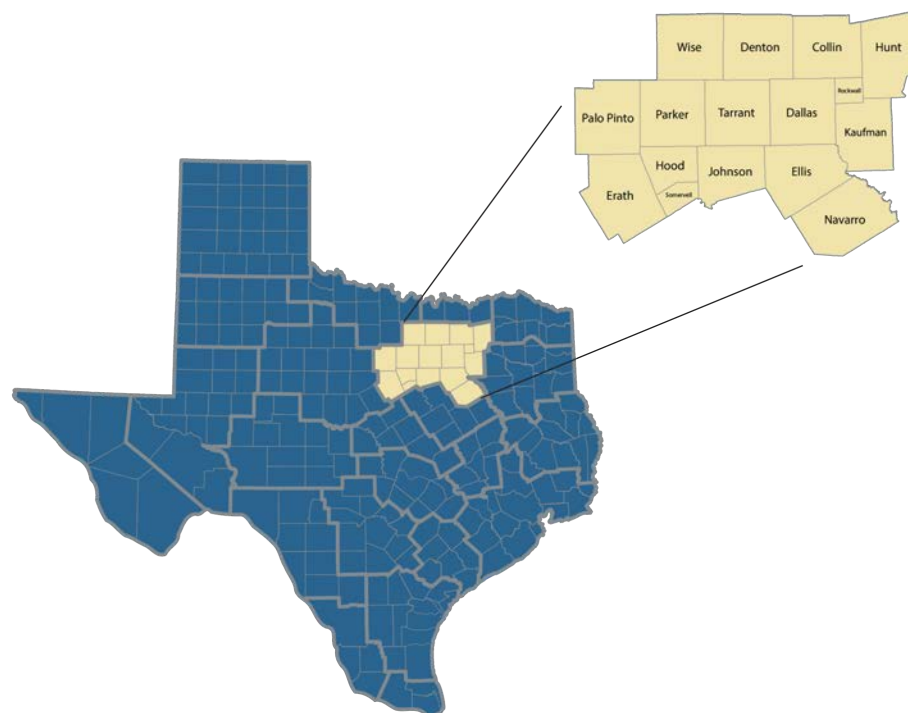
Bioinformatic Technicians



Clinical Lab Technicians



Lab Maintenance Technicians



Dennis K. Stone Award

An accomplished scientist and physician, Dennis K. Stone was an instrumental figure in pioneering biotechnology development and advancement at UT Southwestern and in the Dallas-Fort Worth area.

BioNTX is proud to honor Dr. Dennis K. Stone, his memory, and work by annually awarding an individual who has positively affected the North Texas biotechnology industry and contributed awareness and funds to life science research and company formation.

Dennis was committed to the development of biotechnology in North Texas both as a faculty member of UT Southwestern and as the Chief Scientific Officer of Remeditex Ventures, a Dallas biomedical venture capital company.



2022 Dennis K. Stone Award Recipient



Alvaro Guillem, PhD

- Contributed to the formation and growth of multiple North Texas-based life science businesses.
- Served as an active champion of the region as a place to build successful life science businesses.
- Nurtured and developed the North Texas life science community.
- Inspired and mentored others to make their own contribution to the North Texas life science industry.

About Dr. Guillem

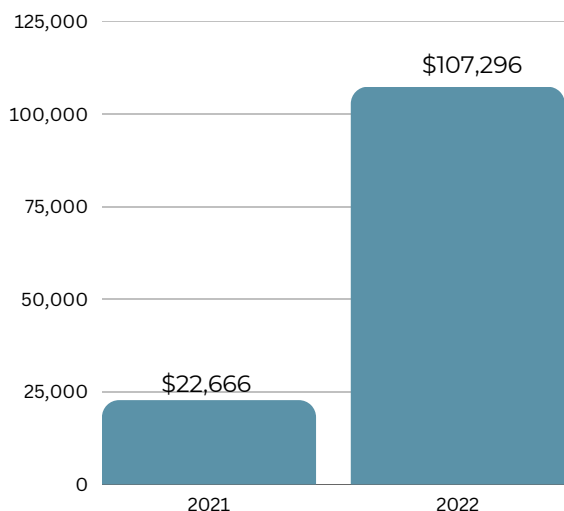
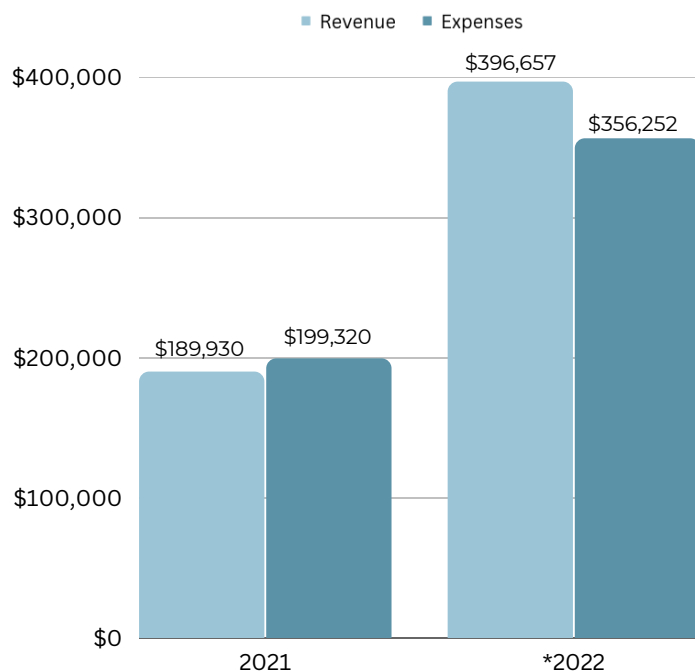
Dr. Guillem was a veteran of the pharmaceutical industry with nearly 40 years of leadership experience in bringing new therapies to market and readying pharmaceutical manufacturing facilities for commercial production at both well-established and start-up companies. Dr. Guillem's previous experiences and successes include Co-founder, President, & CEO at ZS Pharma, a startup company developing a product for hyperkalemia or high levels of potassium in the blood. ZS Pharma was acquired by Astra Zeneca in 2015 for \$2.7 billion. Adams Respiratory Therapeutics, where he, along with other team members, brought the Mucinex product line to the market. The company later was acquired by Reckitt Benckiser for \$2.3 billion in 2007.

An inspiration for many, Al drew from his personal and professional experiences, mentoring numerous management teams via his involvement with TechFW and direct investments in North Texas life science companies. These early-stage companies include Renibus Therapeutics, OncoNano Medicine, Cage Bio, and Nanoscope Therapeutics to name a few.

Financial Report (Unaudited)

Year Over Year Revenue & Expenses

*During 2022, we were approved for a subaward under an Economic Development Agency Grant (“EDA Grant”) of up to \$633,600, which will be recognized as revenue as the work is performed over an expected period of 3 years in accordance with the terms of the EDA Grant. During 2022, we recognized approximately \$6,000 of revenue from the EDA Grant.

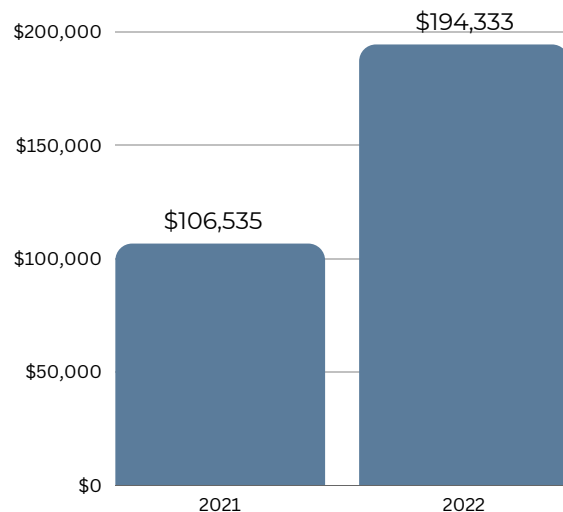


Membership Revenue

Membership revenue (accrual basis) increased by \$84,630 year over year.

iC³ Summit Revenue

Our iC³ sponsorship increased by 37% while ticket revenue increased by 50%.



BioNTX Board of Directors & Staff

2022 Board of Directors



Jason Wietjes, JD
Board Chair



Darlene Boudreaux, CPA, MBA
Board Treasurer



Kristin Lonergan, CIC
Board Secretary



Arthur Clapp, MBA
Board Member



Milton De La Paz
Board Member



David Foster, JD, PhD
Board Member



Kathleen Gibson
Board Member



Maxwell Lea, MBA
Board Member



Teresa Schultz, JD
Board Member

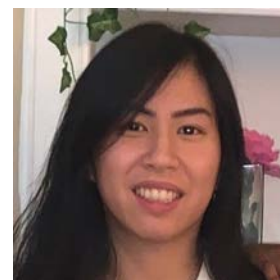


Jorge Varela
Board Member

Staff



Kathleen M. Otto
CEO



Jacqueline Ho
Events & Marketing Associate

Thank You!

