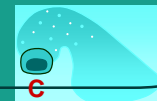


# Foundations & Unconventional Fundraising □

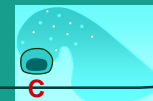
Wednesday, January 13, 2010

Harold C. Smith, Ph.D.



# Biographical Sketch

- B.S./M.S. Physiology and Pharmacology (Purdue U)
- M.A./Ph.D. Molecular and Cell Biology (SUNYAB)
- Postdocs at Baylor College of Medicine
- Tenured Professor of Biochemistry and Biophysics, at the University of Rochester, Rochester, NY (23 years)
- Research focus on editing enzymes since 1990
  - > \$6.5M in government and foundation grants
  - > 95 published manuscripts and reviews
  - 8 patents
- Founder and CSO of OyaGen, Inc (2003)



Neuronal  
Ion channels



# The Platform of Editing Enzymes & Candidate Therapeutic Targets

Fetal  
Hematopoiesis



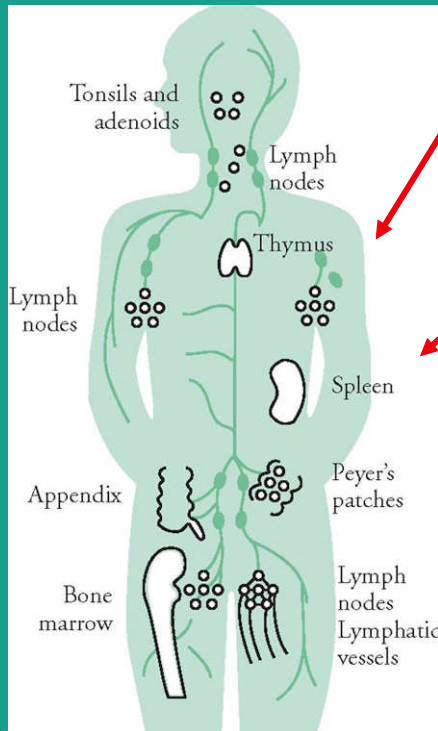
ADAR

A to G Editing Enzymes (A)

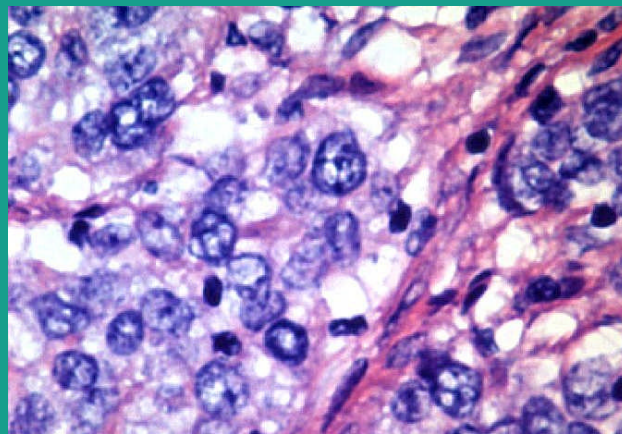
A to U Editing Enzymes (APOBEC)

Family

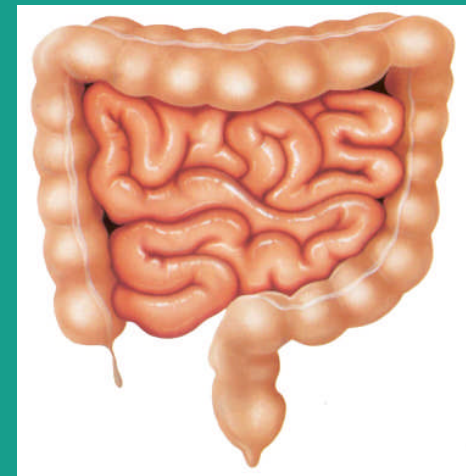
Atherogenic risk factors,  
Fatty liver disease



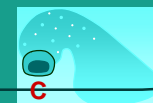
Inflammation & Anti-viral



Cancer



Dietary lipid absorption  
Metabolic syndrome



# University Med Ctr Funding

**National Institutes of Health is a priority**

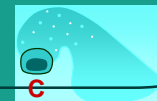
**After NIH anything else is good too**

**Contract research for licensed U of R IP**

## Company

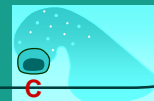
**NIH SBIR/STTR, State, Seed, Angel, VC**

**Large VC and/or Strategic Partner**



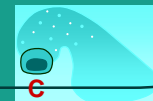
## **Until 2003 Academic Research**

**Funding through NIH R01 & R21, Office of Naval Research, Tobacco Fndt, Alcoholic Beverage Fndt, Office of Air Force Research**



## OyaGen, Inc

- A drug discovery company focused on HIV/AIDS
- Formed in 2003, with \$350K of start-up money from the University Technology Seed Fund
- Remained virtual for 1 year contracting out research
- 2005-2009 in University of Rochester incubator space
- Raised \$3M in Angel and VC funding developed 5 distinct approaches to HIV drug discovery
- Moved into Rochester BioVenture Center private lab space, 2010 eight FTE



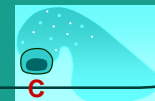
## **Until 2003 Academic Research**

**Funding through NIH R01 & R21, Office of Naval Research, Tobacco Fndt, Alcoholic Beverage Fndt, Office of Air Force Research**

## **Since OyaGen was established in 2003**

**OyaGen: UTSF, Angel Investors, TLP III, NIH R21, Empire State Development BluePrint Fund**

**Academic Lab: NIH R01, R21, SBIR (FirstWave), Bill & Melinda Gates Fndt**



## How to find funding sources?

A funding opportunity is a potential outcome of every encounter therefore,

Talk with a lot of people, go to key meetings, use key word searches on line often, look at funding agency sites monthly, read relevant trade journals and commentaries

Be open minded and allow the path to your goals to be dynamic while never losing track of your objectives

Each business plan is built on interdependent elements, so consider funding opportunities and collaborations for their utility to sustain, develop as well as accelerate your business and its infrastructure

