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**CvilleBioHub is home to a diverse range of companies improving human health technologies in and surrounding Charlottesville, Virginia.**

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As the industry grows and matures, the community continues to be collaborative and supportive - a key advantage to further growth and success. The organization's mission to strengthen the regional biotechnology industry through engagement, resourcing and education will be enhanced as we expand our networks to make possible increased investment of talent and capital to our region.

In the next two years, CvilleBioHub will facilitate opportunities by increasing the community's network capital - increased connectedness both within the local ecosystem and with related networks to better position companies for the broader biotech market. In expanding our reach and access to resources, we can increasingly enhance activities and deepen the impact of our regional biotech community.

## PILLAR 1

# Building Community

Strengthening the ties among the industry sector by engaging new companies, connecting with existing Hub companies, attracting potential funders, and inspiring our local university system and community to support our mission.

### Goal:

*Foster an increasingly connected and diverse biotech community*

### Objectives:

*Deliver invaluable and high-quality educational programming that directly serves companies*

*Provide an abundance of networking opportunities and connection to key resources*

*Support workforce development through internships and job matching for the region*

### This will be achieved through:

> Hosting regular networking and professional development events and webinars on relevant topics such as technologies and innovations, business development, fundraising, and talent that promote companies within the CvilleBioHub network.



> Including in programming perspectives and expertise from regional/national biotech, life sciences and pharma industries to educate the community on broader market opportunities.

> Launching and growing the twice-yearly Circle of Leaders Industry Symposium and Executive Roundtable for company supporters and community leaders, which includes networking and key thought leadership programming.

> Developing the pipeline of talent and keeping talent within the ecosystem with introductions to industry opportunities in our CHIP Internship Program.

> Increasing engagement and successful placements through the Career Board and Career Matching Services.

## PILLAR 2

# Advancing Entrepreneurship

Connecting companies to resources and providing business development insights to put early stage startups on the fast track to technology commercialization.

### Goal:

*Improve the probability of success for newly established and growing biotechnology companies*

### Objectives:

*Provide guidance, expertise and connections for early-stage companies through EIR programming*

*Grow entrepreneur offerings and develop a deep bench of capital, talent and R&D resources available to the network*

## CvilleBioHub serves to strengthen the regional biotechnology industry through engagement, resourcing and education.

### This will be achieved through:

> Growing the Pitch Review Program to further serve the needs of early stage companies with ongoing guidance and advice.

> Continuing our best-in-class EIR program and connect to the EIR statewide network (VERN) for additional resources and collaborations

> Facilitating connection of companies with key resources within the community and networks (e.g., investment, real estate & wet lab space, intellectual property protection, accounting).

> Expanding the network of capital resources and exposure to venture level funding regionally and nationally.





## Expanding Impact

Contribute to successful economic development outcomes with continued focus on regional growth, ecosystem development and encouraging successful companies and talent who exit to reinvest in the community.

### Goal:

*Increase the impact of the biotechnology industry within the Charlottesville community and beyond*

### Objectives:

*Strengthen the regional bioeconomy through deep engagement with companies*

*Collaborate in statewide initiatives to connect across the Commonwealth of Virginia*

*Assess regional industry metrics and report highlights and updates with annual company surveys*

**By 2030, CvilleBioHub will strengthen the biotechnology ecosystem by doubling the size of the industry in the region, creating value, and reducing barriers for companies to thrive and grow within the region.**

### This will be achieved through:

- > As a partner in the VA BIO Connect initiative, engaging with other regional hubs and accelerators for potential synergies and statewide efforts.
- > Exploring increased infusion of capital with funders both within the regional ecosystem and beyond to CvilleBioHub and network companies.
- > Encouraging an R&D and clinical trial presence within the region.

> Increasing overall awareness of regional activity with a robust marketing strategy that demonstrates thought leadership and includes sharing of company and community success stories, and opportunities for engagement.

> Creating an annual survey for companies and create a mini dashboard of metrics to communicate growth highlights.

> Participating in regional and national biotechnology conferences and securing speaking opportunities for the organization and company leaders.



## Long Term Goals 2023–2030

### Ecosystem Growth & Sustainability

CvilleBioHub is primed to play a major role in providing resources, space and community connections to all companies in the network, supporting all stages of these biotechnology companies.

Successes in commercialization can be directly impacted by CvilleBioHub through programming and partnerships with the University of Virginia. Successes in the form of exits and mergers and acquisitions are to be celebrated, knowing that the successes may deploy experienced talent and capital back into the ecosystem to strengthen and bolster other companies within the industry.

**Long-Term Goal 1:** *Double the rate of creation, growth, retention, and success of commercialization in the Charlottesville biotechnology industry.*

### Workforce

Workforce in biotechnology industry is often specialized and highly educated and trained. CvilleBioHub has an opportunity to bring awareness to the companies that exist and their

needs to workforce developers, as well as connect workforce talent to the jobs that exist within companies in the CvilleBioHub network.

**Long-Term Goal 2:** *Double the local biotech workforce capacity and ability for companies to recruit, hire, and retain top executive and scientific talent.*

### Capital

There exists limited resources of venture funding support for early-stage to mid-stage companies seeking financial backing in Charlottesville and across the state of Virginia. A venture fund to increase opportunities in biotechnology innovation could be raised to support the growth and retention of companies. The fund would be for pre-seed/seed investments for companies that have ties to Charlottesville.

**Long-Term Goal 3:** *Create a \$5M venture fund to support new life science and medical health innovations by 2030.*