

Ohio Life Sciences

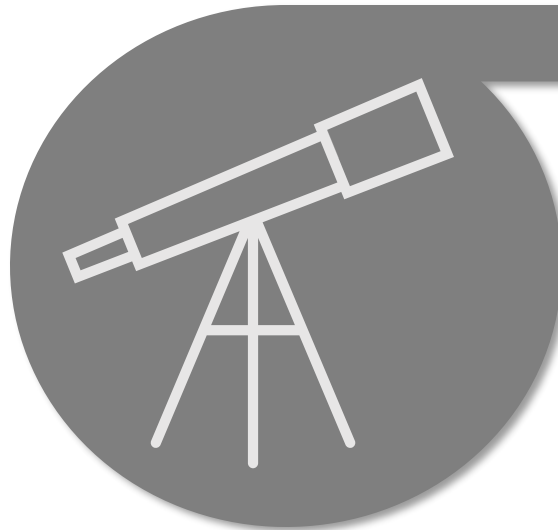
The state of biomanufacturing in Ohio

The Trade Association's Perspective

April 2023

OUR MISSION

The mission of *Ohio Life Sciences (OLS)* is to align the life sciences ecosystem in the State of Ohio, building collaborative partnerships and advocating for policies and funding that will help to accelerate life science priorities and drive sustainable economic growth.



OUR VISION

Ohio will be recognized as one of the most robust and innovative life sciences ecosystems in the country, delivering sustained economic strength and vitality for our communities.



Manufacturing in Ohio is hot especially life sciences

Our opportunity - Maximize that momentum



GE Healthcare joins \$33M funding for Cleveland Clinic spinout Centerline Biomedical

Amgen breaks ground on \$365 million New Albany plant



cleveland.com

Ohio Congress members pitch Cleveland as headquarters for new advanced medical research agency

CRAIN'S

Canon preps \$300 million investment for U.S. health care unit in Cleveland area

| PART OF THE USA TODAY NETWORK

Cincinnati Children's partners with drug firm to manage medical innovations

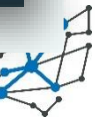
COLUMBUSCEO

How Ohio colleges are building a "Silicon Heartland" workforce ready for Intel

COLUMBUS BUSINESS FIRST

HEALTHCARE'S TEST MARKET

Columbus is at the heart of an American Medical Association initiative that's funding innovations to make the U.S. healthcare system more efficient and equitable.



The Gene and Cell Therapy Industry in Ohio

OPPORTUNITIES AND CHALLENGES



Ohio - tied for 4th among states in identified gene therapy companies

A partial ecosystem view



Challenges

1. Talent
2. Infrastructure
3. Capital
4. Brand Awareness



Gene and Cell Therapy Industry Council Key Initiatives

- 1 Develop **incentives** for GCT companies to recruit mid-career, executive and entrepreneurial talent
- 2 Align university, regional college, and community **college curricula** to the needs of the GCT industry
- 3 Develop programs to support recruitment and retention of **entrepreneurial GCT faculty and students**
- 4 Accelerate life science **entrepreneurial space** adjacent to the Carnegie Tier 1 universities
- 5 Invest in **GCT translational R&D space** within Ohio's leading GCT universities and research institutions to support IP de-risking
- 6 Create **post-licensing, translational GCT funding** to incentivize private investment in Ohio
- 7 Create **pre-licensing, translational GCT-specific funding** at Ohio's leading universities and research institutions to support IP de-risking with industry-staffed investment committees
- 8 Launch **GCT Centers of Excellence** to administer State of Ohio programs and serve as a driving force for Ohio's GCT industry





OLS has a distinct contribution to the life sciences dialogue in the State of Ohio

- ✓ **100% focused on life sciences ecosystem** vs. cross-industry innovation
- ✓ Well poised to **advocate for cross-sector members**; not limited to single stakeholder segment or therapeutic focus
- ✓ Uniquely enabled to **serve as a central connector** from life sciences community leaders to State contributors and policymakers
- ✓ **Equipped to lead critical dialogue** that affects the entire ecosystem thanks to **close alignment** with national organizations like BIO and PhRMA

Overcoming Challenges

Strategic Pillars

Catalyze industry education partnerships

Align educational offerings with industry needs

Improve public awareness of life sciences careers

Empower life sciences employers to compete for talent

Key Initiatives

- Hire workforce staff to catalyze partnerships
- Host a regional workforce tour
- Develop an industry and education contact directory
- Create sample partnership MOUs
- Provide an electronic forum to connect industry and education
- Host annual workforce conference

- Develop a list of in-demand life sciences jobs
- Identify the top 5 “micro credentials” for employers
- Establish a statewide workforce advisory committee
- Guide employers to host onsite educator externships/sabbaticals
- Promote TechCred to employers
- Engage in ODE’s industry-recognized credential process

- Plan a statewide campaign to celebrate life sciences careers
- Share best practices for work-based learning
- Inspire K-12 students and teachers through STEM activities
- Engage in K-12 science fairs
- Monitor policy to align workforce advocacy

- Promote Ohio as a destination for life sciences talent
- Partner with Choose Ohio First & Innovation Districts for STEM talent
- Share insights into competitive wages and benefits
- Launch strategic marketing campaigns to attract out-of-state talent
- Connect with organizations serving diverse populations



Specific Ways to Engage

Host a regional workforce tour	Establish a statewide workforce community	Create an OLS workforce directory	Engage in K-12 science fairs	Utilize Choose Ohio First, Innovation Districts, other state-funded initiatives
<p>Identify Innovation District Host (Company or Institution)</p> <p>Participate in a Roundtable discussion w/ Executives and Legislators</p>	<p>Join LinkedIn group and provide regular updates</p> <p>Proactive outreach</p>	<p>Send us your HR/talent sourcing contacts</p>	<p>Sign up for judging within network of Ohio Academy of Science fairs</p>	<p>Reach out to us for information on these programs and what your needs are</p>



Political Advocacy

- **R&D consumables sales tax exemption**
 - Currently being negotiated into Ohio's main operating budget (FY24)
 - Challenge: Legislature's concern for tax revenue
 - Solution: Make clear this tax exemption will generate millions of dollars in investment, business, and other forms of tax revenue



Political Advocacy

- **State match for SBIR grants**
 - Helps ensure Ohio does not lose out to surrounding states
 - Need industry partners to help make the case to the Legislature



Political Advocacy

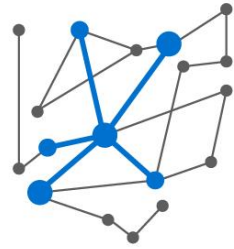
- Amendment to add Duchenne Muscular Dystrophy to newborn screening panel
- HB24 – Require Medicaid/health plan coverage of biomarker testing
- \$5 million appropriation from State of Ohio for life sciences workforce development



Change is possible!

- Partnerships help to define the landscape for our industry
 - Secure state/federal funding
 - Enact supportive laws
 - Build a talent pipeline
 - **ENSURE SUSTAINABLE GROWTH**





Ohio Life Sciences

- **Bill Dunlevy**
 - Managing Director, Growth
 - Bdunlevy@ohiolifesciences.org
- **Willa Bluestone**
 - Director, Policy and Workforce Strategies
 - Wbluestone@ohiolifesciences.org

