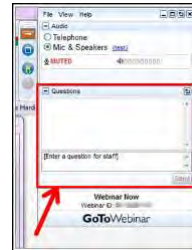




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“Why am I muted?”

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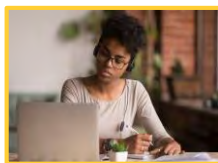


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ACS Department of Diversity Programs

Advancing ACS's Core Value of Diversity, Inclusion & Respect



We believe in the strength of diversity in all its forms, because inclusion of and respect for diverse people, experiences, and ideas lead to superior solutions to world challenges and advances chemistry as a global, multidisciplinary science.

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Grateful for your chemistry career?

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ACS Office of Philanthropy
Chemistry for Life®



ACS Scholars Endowment Founder **Joe Vacca**, retired Vice President of Chemistry, Merck & Co., meets with his 2018 ACS Scholar **Johanna Masterson**, now a grad student at Princeton University.

“Chemistry has been good to me...so I wanted to make a significant gift to provide that opportunity to others.”



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Upcoming Broadcasts



Thursday, October 29, 2020 at 2-3:30pm ET

Speakers: Yvonne Will, The Janssen Pharmaceutical Companies of Johnson & Johnson / Kevin Coe, Janssen Pharmaceutical Companies of Johnson & Johnson
Moderator: Kaushtik Mitra, Janssen Research & Development

[Register for Free!](#)

What You Will Learn

- Examples of Drugs and their mitochondrial targets
- Assays to detect mitochondrial dysfunction in vitro and ex vivo
- Animal models to study mitochondrial toxicity and Biomarker approaches
- State of the art approaches that enhance detection capabilities of reactive metabolites to influence the design of medicinal agents
- Successful case studies that address reactivity bolstered by a mechanistic understanding of their formation
- Areas ripe for future research to bridge detection of reactivity to its biologic consequence

Co-produced with: ACS Division of Chemical Toxicology, ACS Division of Medicinal Chemistry, American Association of Pharmaceutical Scientists, and ACS Publications



Friday, October 30, 2020 at 2-3pm ET

Speaker: Rich Harrel, University of Wisconsin-Madison
Moderator: Silvani Martini, Utah State University

[Register for Free!](#)

What You Will Learn

- Not all caramels are the same and why
- The difference between gummy and jelly candies
- What candy corn is actually made of



Thursday, November 5, 2020 at 2-3pm ET

Speakers: Jim Skinner, Terrigena, Inc. and H.N. Cheng, 2020 ACS President-Elect
Moderator: Diane Grob Schmidt, 2015 ACS President

[Register for Free!](#)

What You Will Learn

- The many sources of funding and their impact on ownership
- The importance of milestone achievements for valuation purposes
- The criteria and terms that investors use to make investing decisions

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STARTING A COMPANY: DO YOU NEED A BUSINESS PLAN?



THIS ACS WEBINAR WILL BEGIN SHORTLY...

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Starting a Company: Do You Need a Business Plan?



Jim Skinner
President & CEO, Terregina Inc. and Chair-Elect,
ACS Division of Small Chemical Businesses



H.N. Cheng
2020 ACS President-Elect



Diane Grob Schmidt
2015 ACS President and Chair, ACS Division of
Business Development and Management

Presentation slides are available now! The edited recording will be made available as soon as possible.

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Chemistry Enterprise – Growth, Collaboration and Advocacy

- Chemistry is a central science. A strong and growing global chemistry enterprise is good for the profession and its members
- Some possible actions:
 - Innovation, application R&D
 - entrepreneurship, industrial engagement
 - Sustainability (and Green Chemistry)
 - International cooperation, communication, mutual assistance
 - Collaboration
- Need continued public and government support





Innovation and Entrepreneurship

- **Innovation is the engine of growth for any civilization and society**
 - Innovation and discovery are at the core of ACS through the efforts of its members
 - The key is to transition these innovations and discoveries from bench to market
 - This requires entrepreneurial and business skills not usually taught in grad schools
- **An innovation and entrepreneurship educational program is needed by ACS and its members**
 - Educate our members on the skills needed for entrepreneurship and business management
 - Increase collaboration, networking/interactive relationships. Promote new enterprises
 - Recruit and retain members who see innovation and management as integral to their professional goals and recognition
 - I am very pleased to collaborate with SChB and BMGT on this program



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Two ACS Webinars in 2020



Wednesday, October 28, 2020 at 2-3pm ET

Speakers: Jim Skinner, Terregena, Inc. and H.N. Cheng, 2020 ACS President-Elect
Moderator: Diane Grob Schmidt, 2015 ACS President

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What You Will Learn

- Why it is critically important to have detailed Business Plan
- What are the sections of a Business Plan
- What is the goal of the Business Plan

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Diane Schmidt, Moderator

- **2015 ACS President. Currently Chair of ACS BMGT Division**
- **Former R&D Executive at The Procter & Gamble Company**
 - R&D Section Head for 17 years
 - Key roles in such brands as Tide®, Head & Shoulders®, Pert Plus® and Safeguard®
 - Responsibility for health, safety and environment and regulatory affairs before retiring from P&G in 2014
- **Inventor/co-inventor on numerous patents. Author/co-author of many publications**
- **Recipients of many awards and recognition**
 - ACS Fellow, AAAS Fellow, Fellow of National Academy of Inventors, Fellow of Chemical Health & Safety Division, Henry Hill Award, Distinguished Scientist of Cincinnati (first woman so honored).



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Jim Skinner, Presenter

- Chair-Elect, ACS SCHB Division pr@acs-schb.org
- President and CEO of Terregena Inc. (biotech company)
- Consultant and contractor with the Federal Economic Development Agency of the Canadian Federal Government
- Adjunct Professor, College of Business, Western Carolina University
- Previously Chairman, President and CEO of three publicly traded companies
- Previously President, Corporate Vice President and General Manager and Vice President of Sales and Marketing for several multi-national corporations including Phillips Medical Systems and Becton Dickinson
- Earlier successful career with Johnson and Johnson and Bayer



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Audience Survey Question

ANSWER THE QUESTION ON BLUE SCREEN IN ONE MOMENT



How important is a Business Plan when starting a new company?

- Essential
- Very important
- Somewhat important
- Not important

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Entrepreneurship – Business Startups – Business Turnarounds

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Risk Factors	Software/Apps	Science/Biotech
Initial Funding	None/Little	Lots
Technology Development	6-12 Months	6 - 12 + Years
Time to Commercialization	9-24 Months	8 - 15+ Years
Commercialization	2-3 Years	4-6 Years to Peak Sales
Remaining Patent Protection	19 Years	7-10 Years
Manufacturing Challenges	Few	Many
Regulatory Issues	None	Many
Reimbursement Considerations	None	Many
Landscape in 10 Years	Less Important	Very Important





What's necessary for your scientific based NewCo?

1. **Technology** (idea, product, service) – your NewCo has this
2. **People** – your NewCo has (some of) these
3. **Money** – your NewCo has very little of this



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From Start Up to Commercialization

Pharmaceutical	12 – 14 years	> \$1.5 billion
Diagnostic/Med. Device	6 – 8 years	\$50 – 100 million



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In the early stages of your company, you will need to raise \$10's of millions



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SHARK TANK



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But that's not how the real-world works!

For your science-based Newco the “pitch” is the final step in a process of developing your Business Plan

and

you only get funded after a lengthy due diligence process.....if you get funded!



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Your Business Plan

is the most important document you will prepare

1. **To raise the funds** necessary to bring your product/idea to market
2. **To structure and manage** your business
3. Establish the **Valuation** for your NewCo



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Your company...is a commodity to be bought and sold – for a profit

Your competition for funding is not other similar technologies

Your competition is all those other NewCo's that present the investor with a better opportunity to make a profit



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The Business of Raising Money

You may see yourself as

...a scientist

...or a CEO

...or an entrepreneur

You are a salesperson selling your company



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Raising Money

FF&F (Friends, Family and Fools)

Private Investors

Angel Funds

(Government) Grants

Corporate Sources

Family Offices

Debt

Sophisticated Investors



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You will need to raise \$10's of millions

and

Sophisticated Investors

are

your customers



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XYZ Chemicals Inc.

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The four main criteria sophisticated investors look for are

- 1. The Team** – management, BoD, SAB
- 2. Technology** – does it address and solve a real problem that has a large market opportunity – can they get a 10X return on their investment?
- 3. Intellectual Property**
- 4. Research Data** – how far along is the invention/technology



Audience Survey Question

ANSWER THE QUESTION ON BLUE SCREEN IN ONE MOMENT



In terms of the four main criteria sophisticated investors look for is there ONE that you should pay particular attention to?

- The Team
- Technology
- Intellectual Property
- Research Data

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Entrepreneurship – Business Startups – Business Turnarounds

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The four main criteria sophisticated investors look for are

1. **The Team** – management, BoD, SAB
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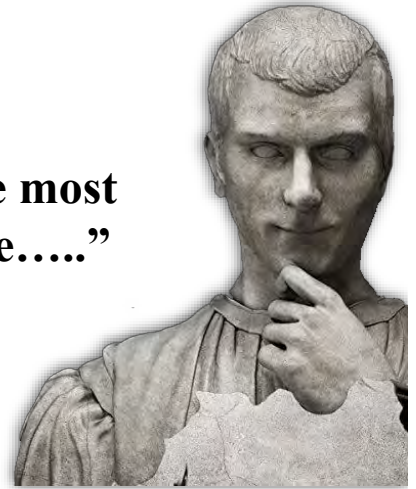


Management

“.....surround yourself with the most intelligent, most talented people.....”

THE PRINCE

Nicolo Machiavelli



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Management



Sophisticated investors bet on the jockey - not the horse!!



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Board of Directors

- Management – CEO only
- Avoid Founder Directors
- **Industry Executives**
- Investors
- Board Size – 7

Key Responsibilities

- ✓ Accounting to Shareholders for Company Performance
- ✓ Broad Policies and strategic objectives
- ✓ Review of the CEO's performance



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The Scientific or Technical Advisory Board (SAB or TAB)

Provides strategic guidance and direction for research, scientific, product development programs

Plays a key role in guiding and prioritizing research investment

The SAB / TAB is staffed by the **marquis scientific or technical advisors**



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Legal & Accounting

- Corporate Counsel
- Patent Counsel
- Accounting Firm



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Intellectual Property, Licenses, Contracts

- Patent Applications
- Patents Issued
- License Agreements
- Incorporation
- Employment Agreements



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Technology



Be succinct.....this is not your Ph.D. thesis



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The Market

- What is the problem?
- How big is the problem?
- What do you have that solves the problem?
- How do you solve the problem?
- Does anyone care about the problem?
- If they care, would they want your solution?
- Would they be willing to pay for your solution?
- **Would they pay enough to make a profit?**



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The Commercial Opportunity

- Market size – units and \$\$
- Pricing and margins
- Forecast – market penetration over time
- Breakeven - profitability



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The Competition

- None – Some – Lots
- Existing products
- New technologies
- Competitive company profiles
- **Be Realistic**



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Research & Development

- Describe the R&D program in stages with each stage achieving a milestone
- In house or outsourced?
- Timelines and goals
- Estimated costs



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Product Development

- Describe the R&D program in stages with each stage achieving a milestone
- In house or outsourced?
- Timelines and goals
- Estimated costs



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Operations

- In house or contract
- Manufacturing
- Raw Materials
- Sourcing
- Pricing/Cost of Goods
- Quality Control
- Quality Assurance
- **Regulatory Affairs**
- Physical Plant
- Location
- Personnel
- Costs



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Sales & Marketing

- In house – contract – partner – licensed
- Domestic &/or International
- Advertising/Promotion
- Sales Gestation Period
- Personnel & Location
- Budgets/Costs
- Forecasts



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Milestones, Timing

➤ These are extremely important as the success of your company depends on hitting these targets

➤ **BE REALISTIC**



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NewCo Pharmaceuticals, Inc.		UNIFIED BUSINESS MODEL																
		All Dollar values in 1,000s																
LABOR PLAN		Y1Q1	Y1Q2	Y1Q3	Y1Q4	Y2Q1	Y2Q2	Y2Q3	Y2Q4	Y3Q1	Y3Q2	Y3Q3	Y3Q4	Y4Q1	Y4Q2	Y4Q3	Y4Q4	Y5Q1
Employees Total (FTEs)		4	4	6	6	6	8	9	9	13	13	13	13	13	13	13	13	13
	Management	3	3	3	3	3	3	4	4	5	5	5	5	5	5	5	5	5
	Admin	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	R&D all areas including contract	0	0	2	2	2	4	4	4	7	7	7	7	7	7	7	7	7
\$	50																	
SPACE PLAN (Bldg Sq. Ft.)		1,500	1,500	1,500	1,500	1,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	5,000	5,000	5,000	5,000	7,500
TIMELINE		Y1Q1	Y1Q2	Y1Q3	Y1Q4	Y2Q1	Y2Q2	Y2Q3	Y2Q4	Y3Q1	Y3Q2	Y3Q3	Y3Q4	Y4Q1	Y4Q2	Y4Q3	Y4Q4	Y5Q1
STEP I																		
Initiation of synthesis/production of TRF-DOX molecule																		
Employ Project Manager																		
Project Manager files for Pre-IND Meeting with the FDA																		
STEP II																		
Initiation of Pre-clinical Toxicity Studies																		
Simultaneous initiation of pharmacokinetic studies																		
Simultaneous initiation of Proof-of-Concept Studies																		
STEP III																		
IND data filed with FDA																		
Initiation of the manufacture of cGMP conjugate:																		
Complete data requirements for IND filing																		
Preparation for Clinical STEP I studies																		
STEP IV																		
Initiate Clinical Phase I Study of Toxicity of cGMP TRF-DOX																		
PHASE I Clinical Studies																		
STEP V																		
Initiate Clinical Phase II Study of cGMP TRF-DOX																		
PHASE II Clinical Studies																		



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Financials

- Must be detailed
- Be a spreadsheet jock
- **BE REALISTIC**



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Summary Financial Projections

(Dollars in thousands)	2021	2022	2023
Revenues	\$ 0	\$ 0	\$ 0
Gross margin	0	0	0
Operating income (Loss)	(550)	(10,409)	(19,551)
Net Income (Loss)	\$ (401)	\$ (9,881)	\$ (18,691)
Capital raised	\$10,000	\$15,000	\$25,000
Cash at year end	\$9,387	\$14,631	\$20,653
Total Employees	7	44	67



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Entrepreneurship – Business Startups – Business Turnarounds

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Funding Plan	Y1Q1	Y1Q2	Y1Q3	Y1Q4	Y2Q1	Y2Q2	Y2Q3	Y2Q4	Y3Q1	Y3Q2	Y3Q3	Y3Q4	Y4Q1	Y4Q2	Y4Q3	Y4Q4	Y5Q1	
Funding	4,000																	
Carryover Funding		3,755	3,423	3,120	2,812	2,475	2,011	1,574	1,135	8,000	538	7,837	7,239	6,640	5,998	5,238	4,593	3,943
Invested Capital	600																	
TOTAL FUNDING	\$4,600	\$3,755	\$3,423	\$3,120	\$2,812	\$2,475	\$2,011	\$1,574	\$1,135	\$8,638	\$7,837	\$7,239	\$6,640	\$5,998	\$5,238	\$4,593	\$3,943	
OPERATING EXPENSES	Y1Q1	Y1Q2	Y1Q3	Y1Q4	Y2Q1	Y2Q2	Y2Q3	Y2Q4	Y3Q1	Y3Q2	Y3Q3	Y3Q4	Y4Q1	Y4Q2	Y4Q3	Y4Q4	Y5Q1	
Management	156	156	156	156	164	164	217	217	277	277	277	277	291	291	291	291	306	
Admin	13	13	13	13	13	13	13	13	14	14	14	14	15	15	15	15	16	
R&D all areas including contract	0	0	30	30	32	65	65	65	122	122	122	122	128	128	128	128	134	
Benefits and taxes (23%)	39	39	46	46	48	56	68	68	95	95	95	95	100	100	100	100	105	
Total Employee Expense	208	208	244	244	257	288	362	362	508	508	508	508	533	533	533	533	600	
Facilities	8	8	8	8	8	8	13	13	13	13	13	13	25	25	25	25	38	
Telephone/Internet	1	1	1	1	1	1	1	1	2	2	2	2	3	3	3	3	2	
Business Insurance	1	1	1	1	3	3	3	3	4	4	4	4	4	5	5	5	6	
Professional Fees, Legal, CPA	4	4	4	4	4	4	4	4	6	6	6	6	6	6	6	6	6	
Consultants	-	10	20	25	25	10	-	-	-	-	-	-	-	-	-	-	-	
Professional Fees IP Law	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	
Office Supplies / Postage	3	-	1	-	1	1	2	2	2	2	2	2	2	2	2	2	2	
Lab Supplies/Reagents	8	4	4	4	9	9	9	9	11	11	11	11	14	14	14	15	16	
Depreciation on Office Equipment	1	1	1	1	2	3	4	4	7	7	8	8	9	10	12	12	13	
Depreciation on Lab Equipment	1	2	4	6	8	9	11	11	11	11	11	11	11	11	11	11	11	
Patents	600	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Board expenses	-	-	-	-	1	1	1	2	2	2	2	3	3	3	3	4	4	
Relocation	-	55	-	-	-	55	-	-	-	55	-	-	-	55	-	-	-	
Travel	3	3	9	9	8	15	18	18	21	21	21	21	21	21	21	21	21	
Misc (subscriptions, dues, etc)	4	1	2	1	2	1	2	1	2	1	2	1	2	2	2	3	3	
Business Development	-	30	-	-	-	40	-	-	40	-	50	-	-	60	-	-	-	
Maintenance Contracts	-	-	-	-	5	5	5	5	5	5	5	5	5	5	5	5	5	
TOTAL OPERATING EXPENSES	\$ 846	\$ 332	\$ 303	\$ 308	\$ 337	\$ 484	\$ 437	\$ 438	\$ 597	\$ 701	\$ 598	\$ 599	\$ 642	\$ 759	\$ 648	\$ 650	\$ 691	
NET FUNDING	\$3,755	\$3,423	\$3,120	\$2,812	\$2,475	\$2,011	\$1,574	\$1,135	\$538	\$7,837	\$7,239	\$6,640	\$5,998	\$5,238	\$4,593	\$3,943	\$3,252	



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Entrepreneurship – Business Startups – Business Turnarounds

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NewCo Pharmaceuticals, Inc.		UNIFIED BUSINESS MODEL																		
		All Dollar values in 1,000s																		
LABOR PLAN		Y1Q1	Y1Q2	Y1Q3	Y1Q4	Y2Q1	Y2Q2	Y2Q3	Y2Q4	Y3Q1	Y3Q2	Y3Q3	Y3Q4	Y4Q1	Y4Q2	Y4Q3	Y4Q4	Y5Q1		
Employees Total (FTEs)		4	4	6	6	6	8	9	9	13	13	13	13	13	13	13	13	13		
Management		3	3	3	3	3	3	4	4	5	5	5	5	5	5	5	5	5		
Admin	\$ 50	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1		
R&D all areas including contract		0	0	2	2	2	4	4	4	7	7	7	7	7	7	7	7	7		
SPACE PLAN (Bldg Sq. Ft.)		1,500	1,500	1,500	1,500	1,500	1,500	2,500	2,500	2,500	2,500	2,500	2,500	5,000	5,000	5,000	5,000	7,500		
TIMELINE		Y1Q1	Y1Q2	Y1Q3	Y1Q4	Y2Q1	Y2Q2	Y2Q3	Y2Q4	Y3Q1	Y3Q2	Y3Q3	Y3Q4	Y4Q1	Y4Q2	Y4Q3	Y4Q4	Y5Q1		
STEP I		[Red Bar]																		
Initiation of synthesis/production of TRF-DOX molecules																				
Employ Project Manager																				
Project Manager files for Pre-IND Meeting with the FDA																				
STEP II		[Red Bar]																		
Initiation of Pre-clinical Toxicity Studies																				
Simultaneous initiation of pharmacokinetic studies																				
Simultaneous initiation of Proof-of-Concept Studies																				
STEP III		[Red Bar]																		
IND data filed with FDA																				
Initiation of the manufacture of cGMP conjugate																				
Complete data requirements for IND filing																				
Preparation for Clinical STEP I Studies																				
STEP IV		[Red Bar]																		
Initiate Clinical Phase I Study of Toxicity of cGMP TRF-DOX																				
PHASE I Clinical Studies																				
STEP V		[Red Bar]																		
Initiate Clinical Phase II Study of cGMP TRF-DOX																				
PHASE II Clinical Studies																				



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Executive Summary and Summary

- These two sections are similar, just worded slightly differently
- Short – one page
- They capture the key points of all the (major) sections of the Business Plan
- They can only be created once the Business Plan is “done”



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NewCo Pharmaceuticals Inc. Business Plan

NewCo Pharmaceuticals
Inc.

CONTACT: Jim Skinner

TELEPHONE: 919-789-8186

MOBILE: 919-697-4564

EMAIL: jskinner@NewCopharma.com

Management: Jim Skinner, President & CEO

W. James NewCo, MD, FRC Path., Sc.D. (HON),
Founder, Vice President of Research & Chief
Scientific Officer

K. Smith, PhD, Vice President of Product
Development

W. Brown, Board Member and Secretary

Technology: The NewCo technology utilizes the
binding of transferrin to an existing
chemotherapeutic agent, doxorubicin, to create the
TRF-drug molecule that specifically targets cancer
cells, uniquely characterized by the presence of
large numbers of transferrin receptors so they
will be able to sustain killing of the cancer cells while
sparing normal cells that have very few transferrin
receptors.

Patents: The FPI technology has 19 patents
issued both domestically and internationally.

Market: Drug Resistant Cancers

Scientific Advisors: John Brooks, MD, PhD, BE
Young, PhD, Professor, Virginia Black, PhD,
Tanotter A. Yellow, MD, PhD, Emeritus Professor,
Frederick I. Greer, PhD, MD (HON).

Corporate Legal: Barnes & Thornburg, LLP

Patent Legal: Rothwell, Figg, Ernst &
Manbeck

Amount of Financing Sought: Series "A" \$1
Million

Use of Funds: Preclinical and Phase I Studies

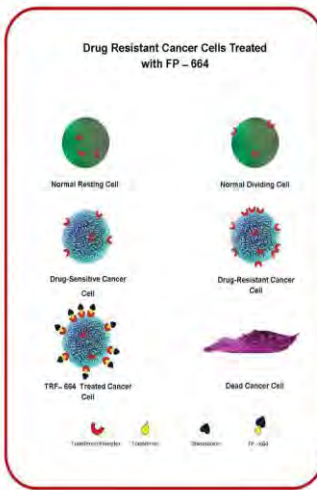
Executive Summary

NewCo Pharmaceuticals, Inc. (FPI) will develop its
first product, FP-664, for a low toxicity treatment
of chemotherapeutic drug resistant pancreatic
cancers, thereby entering a market where currently
no effective treatment is available. The NewCo
platform technology, which is also effective
against many other cancers, has already shown
compelling results through *in vitro* testing
performed by the National Cancer Institute as well
as having been approved for Compassionate Use
by the FDA.

We anticipate that FP-664 will qualify for
“Orphan Drug” status and may also qualify for an
FDA “Fast Track” designation, which would
substantially shorten the FDA approval timeframe.
Sales of FP-664 for drug resistant pancreatic
cancer are projected to approach \$1 billion within
five years of market launch.

The NewCo technology is also directly applicable
for the treatment of drug resistance in many other
forms of cancer – a \$50 billion market. Moreover,
the NewCo platform will have future
therapeutic and commercial opportunities for the
treatment of a variety of other diseases
including HIV and CMV for which patents also
are owned by the company.

The NewCo technology utilizes the binding of
transferrin to an existing chemotherapeutic agent
to create the TRF drug molecule. The initial
conjugate utilizes doxorubicin as the
chemotherapeutic agent, and this has been
designated TRF-DOX (FP-664). TRF-DOX is
given intravenously and specifically targets cancer
cells, which are uniquely characterized by the
presence of large numbers of transferrin receptors
on their surfaces. The TRF component of TRF-
DOX is bound by the transferrin receptors,
positioning the DOX component to initiate killing
of the cancer cells while sparing normal cells that
have very few transferrin receptors. Thus, the
toxic side effects are minimal and even drug
resistant cells are killed due to the



proprietary and patented mechanism of the
cell-killing NewCo technology.

The company currently seeks \$4,000,000 to
fund preclinical Proof-of-Principle studies,
including the manufacture of the TRF-DOX
conjugate, performance of *in vitro*
cytotoxicity studies, *in vivo* cytotoxicity
studies and toxicology evaluations (both
pharmacokinetic and pharmacodynamic) in
preparation for an IND submission.
Advanced negotiations are underway with
the prestigious Hammersmith Research
Centre in London, England for the conduct
of Phase I/IIa clinical trials. A follow-on
Series “B” round of \$8,000,000 will fund the
clinical Phase I/IIa safety and efficacy trial.



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Now that you have the Business Plan and the Executive Summary.....

.....you can prepare the **Pitch Deck**



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You are – almost – ready to start raising funds

That comes next

STARTING A COMPANY:
WHERE DO YOU GET FUNDING?

ACS Industry Member Programs
ACS President-Elect

ACS Chemistry for Life®
ACS Committee Corporation Associates
ACS Committee Technician Affairs
ACS Technical Division Small Chemical Business (SCHB)
ACS Technical Division Business Development & Management (BMGT)

FREE Webinar | Thurs, Nov. 5 at 2pm ET

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Audience Survey Question

ANSWER THE QUESTION ON BLUE SCREEN IN ONE MOMENT



How important is a Business Plan when starting a new company?

- Essential
- Very important
- Somewhat important
- Not important

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ACS Technical Division

Small Chemical Business (SCHB) <http://acs-schb.org>

**"To aid in the formation, development,
and growth of small chemical businesses."**

THANKX

pr@acs-schb.org





Starting a Company: Do You Need a Business Plan?



Jim Skinner
President & CEO, Terregina Inc. and Chair-Elect,
ACS Division of Small Chemical Businesses



H.N. Cheng
2020 ACS President-Elect



Diane Grob Schmidt
2015 ACS President and Chair, ACS Division of
Business Development and Management

Presentation slides are available now! The edited recording will be made available as soon as possible.

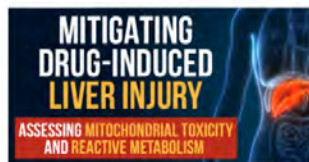
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Thursday, October 29, 2020 at 2-3:30pm ET

Speakers: Yvonne Will, The Janssen Pharmaceutical Companies of Johnson & Johnson / Kevin Coe, Janssen Pharmaceutical Companies of Johnson & Johnson
Moderator: Kaushik Mitra, Janssen Research & Development

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What You Will Learn

- Examples of Drugs and their mitochondrial targets
- Assays to detect mitochondrial dysfunction in vitro and ex vivo
- Animal models to study mitochondrial toxicity and Biomarker approaches
- State of the art approaches that enhance detection capabilities of reactive metabolites to influence the design of medicinal agents
- Successful case studies that address reactivity bolstered by a mechanistic understanding of their formation
- Areas ripe for future research to bridge detection of reactivity to its biologic consequence

Co-produced with: ACS Division of Chemical Toxicology, ACS Division of Medicinal Chemistry, American Association of Pharmaceutical Scientists, and ACS Publications



Friday, October 30, 2020 at 2-3pm ET

Speaker: Rich Hartzel, University of Wisconsin-Madison
Moderator: Silvani Martini, Utah State University

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What You Will Learn

- Not all caramels are the same and why
- The difference between gummy and jelly candies
- What candy corn is actually made of



Thursday, November 5, 2020 at 2-3pm ET

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Moderator: Diane Grob Schmidt, 2015 ACS President

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What You Will Learn

- The many sources of funding and their impact on ownership
- The importance of milestone achievements for valuation purposes
- The criteria and terms that investors use to make investing decisions

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