

A Letter to Governor Deval Patrick:

The Massachusetts Life Sciences Initiative – the need to recognize the central role of small and seed-stage life sciences businesses as technology innovators and potential engines of economic and employment growth.

The attached letter to Gov. Patrick seeks a meeting to initiate discussions to assure that the proposed Massachusetts Life Sciences Initiative is properly responsive to the needs of the Commonwealth's seed-stage and early-stage companies across all segments of the life sciences industry.

If you are an Officer, Director or significant investor in a life sciences startup or an enterprise that provides services to life sciences startups, and you would like to support the goals articulated in the letter, please send an E-mail with your name, corporate affiliation and position, address and telephone number, to eberger@larchmontstrategic.com, **by 12:00 Noon on Friday, July 20**. Use the subject line: I want to sign the "letter of concerned individuals" to Gov. Patrick.

Thank you for your support.

A Letter to Governor Deval Patrick

July __, 2007

The Honorable Governor Deval Patrick
Massachusetts State House
Office of the Governor
Boston, MA 02133

Re: The Massachusetts Life Sciences Initiative – the need to recognize the central role of small and seed-stage life sciences businesses as technology innovators and potential engines of economic and employment growth.

Dear Governor Patrick,

We are concerned individuals who are professionally committed, as owners, managers and/or service providers, to the continued dynamic development of the Commonwealth's life sciences sector. Some of us are officers or active members of the Medical Development Group (see www.meddevgroup.org), a Massachusetts-based association of individuals with approximately 350 members; others are officers of early-stage life science companies. We applaud your life sciences initiative and are eager to contribute to its success.

Our primary purpose in writing is to request a meeting with you, appropriate members of your administration and leaders of the Life Sciences Initiative, in order to discuss:

1. The enormous growth potential that currently resides in Massachusetts' seed-stage and pre-revenue life sciences (pharmaceutical, biotechnology and medical device) companies; and
2. How the Initiative can best help to unlock that potential to create new jobs, foster accelerated economic expansion, and strengthen the national leadership of the Massachusetts life sciences sector

Early stage companies, which are not well represented by existing trade associations and which lack the lobbying and other public policy resources of major research institutions, face increasingly difficult barriers in securing financing, hiring professional/technical staff, realizing the value represented by their intellectual property, and translating their innovative technologies into viable products. The Initiative, properly implemented, can help on all of these fronts.

The return on investment for resources committed to helping seed-stage and pre-revenue companies would be great - faster and larger than that for resources

committed to pre-commercial research. While support for research is valuable and important – and your proposed stem cell bank is essential – Massachusetts in fact does well in the generation of new patents. Where performance lags is in the translation of patents into successful commercial products. Our life sciences sector generates substantial enterprise formation, but too few of the new enterprises achieve growth and profitability.

These facts identify a problem and point to an enormous opportunity. A failure to recognize and capture the value potential of life science start-ups will lead to significant missed opportunities for Massachusetts. We hope you share our belief that the Initiative's goals will be best served if resource commitments reflect the needs of all of the various segments of the life sciences sector as well as the potential impact of program investments.

We believe that as a group, because of the diversity of our experience, we can contribute in a substantial way to helping assure the success of the Massachusetts Life Sciences Initiative. We look forward to initiating a discussion as to how the Initiative might appropriately respond to the needs of seed-stage companies in order to promote economic and employment growth and strengthen Massachusetts' leadership position in life sciences.

Respectfully yours,

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For the Undersigned: