



Bioscience Association of North Dakota
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**Position: The Bioscience Association of North Dakota supports
 North Dakota HB 1009 – Dept. of Ag Budget**

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The **Bioscience Association of North Dakota (BioND)** facilitated the use of \$6 million from the 2019 Legislature to facilitate the growth of 13 bio-companies in North Dakota. \$1 Million of the Funds came from both the **Department of Agriculture** and **Department of Commerce** budgets. \$500,000 was designated for grants and approximately \$500,000 was designated for BioND to cover the two-year costs of identifying and recruiting quality applicants, assisting with high quality applications, as well as conducting other outreach programs and operations. The other \$5 million came from the “**CARES ACT**” funding. This became available after Commissioner Goehring petitioned the Emergency Commission to award funds for the Bio Innovation Grant Program for COVID-related projects.. All of the **Cares Act** money went directly to companies in the form of grants through the Department of Agriculture.

Of the 13 companies in the **Bio Innovation portfolio**, 7 were recruited to North Dakota and 6 were North Dakota startups. Few had cash flow and all had less than \$2.5 million dollars in revenue. The Bio Innovation Grant statute precluded providing a grant to any company with \$2.5 million in revenue (no corporate welfare).

The 13 companies created - or projected to create - **161 jobs**. The industry average salary is \$65,000 a year, or \$28.85 per hour. Therefore, the companies generate **\$10.5 million a year** in salary, \$21 million per biennium. The portfolio companies are:

1. **Inovan Inc. - \$75,000** – leased space in the UND Tech Accelerator to research an effective therapeutic treatment for Covid. As of Jan. 2021, they had 3 employees with 2 Interns to be hired.
2. **National Agricultural Genotyping Center - \$106,666** - services provide quality control and food safety technologies through genotyping. They moved to the NDSU campus from Los Alamos National Laboratory. 5 employees.
3. **Cotys, Inc. - \$75,000** – developed a “trucking app” that streamlined the process of pickup and delivery for small trucking companies. 4 employed.
4. **Krampade, LLC - \$61,655** –moved from Lincoln,NE to Grand Forks,ND to manufacture Krampade, a high potassium electrolyte powder, which stops muscle cramping, enhances athletic performance, speeds recovery after activity, and reduces fatigue, all the while optimizing hydration. 3 employees in a new manufacturing facility.
5. **New Age Farming and Distributing, LLC - \$50,000** – distributes a product containing mycorrhizal fungi technology, to enhance root growth and soil health and maximize crop growth and increases yields. Engages 40 commission salesmen; 10+ dealers in the Upper Midwest; with 5 staff.
6. **ImmunoPrecise Antibodies, Ltd - \$1,575,000** – moved from Canada to develop a therapeutic drug with US headquarters in Fargo. IPA USA employs 16, growing to 25 after completion of their expansion.
7. **Access Point Technologies - \$56,678** - is a medical device company locating in Horace, ND focused on the production of Catheters. Moved from Rogers, MN. 10 to 15 employees initially.



8. **SafetySpect, Inc. - \$1,500,000** – developed a handheld device that combines complex contamination identification of respiratory droplets and saliva with immediate remediation of any potential COVID-19 threat using UVC light. They moved from California to Grand Forks, Growing to 20 employees.
9. **BiomedProtection, LLC – \$1,467,200** - designs and manufactures vaccines utilizing Biomed's' unique and proprietary electronic Biology Platform. Moved from Galveston, TX to Fargo, ND. Employs 3. Utilizes Aldevron to manufacture their product.
10. **Genovac Antibody Discovery, LLC - \$412,800** - delivers advanced genetic immunization and hybridoma technologies for the generation of antibodies against challenging diseases. Genovac moved from Freiberg, Germany to the NDSU campus. At least 20 employees.
11. **Checkable Medical, Inc. - \$40,000** – was recruited from Eden Prairie, MN to focus on delivering innovative at-home diagnostic testing to employers and individuals. They will both manufacture and distribute their product and are hiring 6 employees.
12. **Core Health Strategies - \$50,000** –developing a Naturopathic Immunological Wellness and Therapy Program for the prevention and treatment of COVID19. 5 employees in Mandan, ND.
13. **Core Health Strategies - \$30,000** – Developing Bovine Interleukin-10 as a primary suppressor of the Cytokine Storm Cascade in patients with COVID-19. 2 employees.

Aldevron, LLC of Fargo is a great magnet for biotech companies and works closely with BioND. Aldevron has not received a state grant, nor asked for one. BioND has worked closely with Aldevron during their rapid growth period, including in 2018 when they constructed their 70,000-sf addition, the world's largest plasmid DNA manufacturing facility. Now they are constructing an 189,000-sf building expected to open Q2 2021. It is projected that Aldevron, which has 500 employees now for an annual payroll **\$32,500,000 a year**, will grow to 1,000 employees by 2021 with a **\$65 million payroll a year**.

BioND will co-sponsor meetings in Boston, San Francisco, and San Diego, to recruit companies to North Dakota with **Aldevron** which is a "magnet" for companies engaged in the creation of mRNA and RNA vaccines as well Genome Therapy. They make the material that is necessary for all of these applications.

BioND promotes biotech in the **food industry**, such as **Food First** in Walhalla, ND, the maker of ProBiotein®, a multi-prebiotic fiber ingredient that promotes gut health; the **Ethanol Industry** both on the regional and national level by promoting the use of ethanol as ethanol accounts for consuming 60% of the annual corn crop in North Dakota; the **Corn and Soybean** producers by finding funding for innovation projects utilizing these products in a nontraditional manner, i.e. soybean oil used in making tires.

BioND staff have made a special effort to utilize **university technologies and talent** to facilitate bio-company growth in the engineering and health sciences areas. We are actively working with UND Department of Engineering on a product and to facilitate and foster a medical devices program within the Department.

To facilitate developing bio talent, BioND is working with **iBIO EDUCATE**, and Goshen Education Consulting (prominent STEM educational evaluation and research center) to design and implement novel educational experiences for up to 3,750 children in military families by creating summer camps for Kids of Active Military Personnel (**STEMKAMPs**). BioND is working with "**Science is U.S.**", a foundation-supported effort that brings together a diverse group of science, engineering, industry, higher education and labor organizations to galvanize a broad, bipartisan political base of support for research, science and technology.

North Dakota is being recognized as an upcoming leader in the Biotech Industry. We want to expand our industry in this State. There is great opportunity for growth in North Dakota and diversification of the state's economy. The funding as requested in **HB 1009, Section 3**, in the sum of \$5,500,000, to the bioscience innovation grant fund for the biennium beginning July 1, 2021, and ending June 30, 2023, is critical to capturing that opportunity and diversification.