



2020

ANNUAL REPORT

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2020

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VISION

Pennsylvania is considered the most attractive location in the United States for establishing a life sciences organization by life sciences leaders within the U.S. and by those outside the U.S. seeking to establish U.S. operations.

MISSION

Life Sciences Pennsylvania's mission is to ensure Pennsylvania is the United States hub for the life sciences by creating a business and public policy environment which fosters life sciences growth and success.



A LETTER TO OUR MEMBERS

CONNECT. ADVOCATE. ADVANCE.

The past year was filled with challenges, changes and calls to action. In many ways, 2020 was a test; a test of our organization's perseverance, ability to adapt, and determination to remain true to the core accountabilities of Life Sciences PA, regardless of circumstance.

We are all acutely aware of the challenges presented in 2020, and I was proud to see our industry come together in ways that may not have been possible without the difficulties the coronavirus pandemic presented.

As an organization, Life Sciences PA shifted to handle the challenges of the year, but never failed to keep our membership as our primary focus and priority. Despite the challenges, the adjustments, the unpredictability - 2020 was not all bad news.

This year's challenges presented several positive opportunities:

- **New and enhanced partnerships:** Life Sciences PA was pleased to strengthen many existing partnerships and facilitate several new partnerships, such as our collaboration with The Pennsylvania Department of Health, The Hospital and Healthsystem Association of Pennsylvania, and The Pennsylvania Chamber of Business and Industry in the call for medical supplies and expertise.
- **Unexpected avenues to provide support:** Throughout 2020, Life Sciences PA shared timely state and federal updates that affected our Members. Additionally, Life Sciences PA provided information and resources on financial opportunities, calls for personal protective equipment (PPE), and relief packages. Another critical area of support was related to Life Sciences PA's dissemination of reopening updates relevant to our Member organizations.

- **Added advocacy priorities:**

The Life Sciences PA team engaged in additional advocacy efforts that mirrored our COVID-19-related communications efforts. While we were sharing information on government-mandated business closures, we were working simultaneously on behalf of our membership to advocate for the criteria used to determine essential businesses, the importance and impact of upstream suppliers, and criticality of business continuity for life sciences organizations.

We've come out of this year with a stronger dedication to our mission, stronger relationships and a stronger sense of the value of our community.

This report takes a look at specific facts and figures, and also provides a broader, more holistic look at how Life Sciences PA is advocating on behalf of the industry and advancing the life sciences in Pennsylvania.

The pandemic may have shifted how we work, but never changed why we work, which is for you, our Members. Thank you to all of our Members who contributed to the accomplishments of 2020. Our Members are the reason we were able to find meaning, grow as an organization, and discover new avenues of support over the past year.

As the new year is underway, it is clear 2020 sharpened our focus. We move into 2021 with new partnerships, new friendships, new growth, and a refreshed sense of optimism.

We appreciate your continued support and look forward to 2021 as we continue to connect, advocate and advance - now more than ever.

CHRISTOPHER P. MOLINEAUX
PRESIDENT & CEO

STRATEGIC PRIORITIES

1



Ensure a supportive business and public policy climate in Pennsylvania to support company formation and retention in the Commonwealth.

2



Facilitate partnerships between and among entrepreneurs, large industry, small companies, research institutions and funding organizations to advance company formation, innovation, job creation and success in the industry.

3



Promote and support strategic engagement between the Pennsylvania life sciences industry and key industry stakeholders.

4



Support efforts to position Pennsylvania as a top location for life sciences business and opportunity through select communication initiatives.

5



Provide valued services and access to cost-efficient resources for Association members to make informed decisions and grow their businesses.

THE LIFE SCIENCES CENTER

For the early months in 2020, the Life Sciences Center served as a hub for Life Sciences PA Members. With reservable rooms and collaborative spaces, the Center was a space where Members could focus on work, mingle with other Life Sciences PA members, and host team or group meetings.

In response to the outbreak of COVID-19, Life Sciences PA announced in March that the Center would be temporarily closed until it was once again safe to reopen. While the Life Sciences PA team was disappointed to miss the daily in-person interaction with Members at the Center, the health and safety of our Members and the Life Sciences PA team was the primary focus and the main reason for the temporary closure.

After closing the Center, the Life Sciences PA team quickly set out to find a way to re-create the collaborative, community-focused feel of the Center, only through a virtual, socially distanced medium. In mid-March, Life Sciences PA was pleased to share the creation of the Virtual LSPA Community, an online forum where Members can post updates, share digital business cards, and message other Members. The Virtual LSPA Community is a safe way for Members to network and ensures open lines of communication between members of the Virtual LSPA Community. As of December 31, 2020, there are 442 Members in the Virtual LSPA Community.

While the Virtual LSPA Community has been a great alternative to in-person interaction and networking, the Life Sciences PA team is eager to see the Center reopen when it is once again safe to do so.



2020 ADVOCACY SUCCESSES

The year began with typical advocacy activity as Life Sciences PA held a ‘Meet and Greet’ in Washington, D.C. with Congressman Guy Reschenthaler and had meetings with seven congressional members and offices to thank them for their work to permanently repeal the Medical Device tax at the end of 2019. Life Sciences PA also brought the industry's voice to two hearings at the state level – one focused on Association Health Plans and the other on drug pricing.

In mid-March, however, the coronavirus pandemic upended our 2020 advocacy strategy. We quickly adjusted to ensure our Members were kept up to date and informed on actionable guidance from public officials in Harrisburg and Washington, D.C. Our response also became proactive as we set up legislative briefings and webinars about the tireless efforts of our Member companies to develop diagnostics, vaccines and therapeutics to combat COVID-19.

Even as our work shifted to a virtual setting – Advocacy Days were held virtually over a three-day period with nearly 70 participants and 32 virtual meetings – Life Sciences PA continued to advocate

ADVOCACY COMMITTEE

JULIAN RITCHEY, SANOFI (CHAIR)
TERRI LEE TAYLOR, MERCK & CO., INC.
BRYANT LIM, IDERA PHARMACEUTICALS
CHRIS MOLINEAUX, LIFE SCIENCES PA
RITA NORTON, AMERISOURCEBERGEN
BRUCE SHOOK, VESPER MEDICAL, INC.

for programs important to our Members. In a challenging state budget environment, we were pleased to see funding maintained – **via two separate budget bills** – for our allies at the Life Sciences Greenhouses and the Ben Franklin Technology Partners. Support for the Research & Development Tax Credit and the Keystone Innovation Zones was also maintained. We were also pleased to see the NIH budget increased for the sixth consecutive year.

Finally, we were proud to see the Pennsylvania House and Senate unanimously pass Senate Bill (SB) 983, the Newborn Child Testing Act, providing further testing and follow-up treatment for Pennsylvania newborns. In a challenging year, this was a positive development for many of our patient advocacy group Members.

Life Sciences PA will continue to work diligently to educate and inform our elected officials on the Commonwealth’s life sciences ecosystem and the important work it is leading in 2021.

2020 COVID-19 MILESTONES

FEB

FEB 28

Life Sciences PA releases educational resource regarding the broad and sweeping efforts of Pennsylvania-based companies engaged in combating the coronavirus in advance of the pandemic declaration.

MAR

MAR 11

The World Health Organization (WHO) declares the SARS-CoV-2 outbreak a global pandemic.

MAR 11

For the safety of all Members and staff, Life Sciences PA announces the temporary closure of the Center.

MAR 13

Janssen enters a collaboration with the Beth Israel Deaconess Medical Center to support the development of a preventive vaccine candidate for COVID-19.

Life Sciences Pennsylvania’s President & CEO, Chris Molineaux, testifies at an informational hearing before the House Insurance Committee about the importance of providing an affordable health insurance option to Pennsylvania’s small innovation firms.

JAN 21

Life Sciences PA hosts Meet and Greet with Congressman Guy Reschenthaler (R-14).

JAN 27



Washington, D.C. – Congressman Guy Reschenthaler speaks with members of the Life Sciences PA Federal Policy Committee

Following the repeal of the Medical Device Tax, Life Sciences PA meets with members of the Pennsylvania delegation who were instrumental in our repeal efforts.

JAN 28

Life Sciences PA hosts Congresswoman Chrissy Houlahan (D06) at Fujirebio Diagnostics in Chester County, strengthening Life Sciences PA’s ongoing advocacy efforts.

FEB 20



Malvern, PA – Fujirebio Diagnostics President and CEO, Monte Wiltse (left) provides Congresswoman Chrissy Houlahan (right) a tour of their facility

Life Sciences PA submits written testimony focused on the importance of investment in drug development and innovation for the Pennsylvania House Health Committee informational hearing on drug pricing.

FEB 25

Life Sciences PA participates in the AdvaMed Fly-In, an annual event focused on the public policy priorities that are important to our medical device and diagnostic membership.

FEB 25 & 26

Life Sciences PA, with Takeda Pharmaceuticals, participates in a dinner with the Japanese Ambassador to the United States, Shinsuke Sugiyama, a nod to the importance of the business and cultural relationships shared between Japan and the Commonwealth of Pennsylvania.

MAR 3

Life Sciences Pennsylvania hosts a roundtable with Representative Kerry Benninghoff (R-Centre/Mifflin), House Majority Whip, and a handful of western Pennsylvania Member companies.

MAR 9



Pittsburgh - Rep. Kerry Benninghoff with Tory Moore, Ariel Precision Medicine, Suma Krishnan and Kate Romano, Krystal Biotech, Christian Manders, Promethean Life Sciences and Josh Suskin, Krystal Biotech

2020 ADVOCACY ACTIVITY

ACTIVITY RESULTING FROM COVID-19

Life Sciences PA hosts a multi-state congressional briefing with state association partners from around the country to educate congressional members and staff on the life sciences community response to COVID-19. Speakers include Rick Bright, Director, BARDA; Kate Broderick, Senior Vice President, R&D Pharmaceuticals and nCoV Project Lead, Inovio; Rick Nettles, Vice President, U.S. Medical Affairs, Janssen Infectious Diseases; and Josh Trotta, Senior Director, Business Development Clinical Enablement, Thermo Fisher Scientific.

MAR 31

EARLY APRIL

Life Sciences PA joins the PA Business Reopening Coalition.

Life Sciences PA provides Congresswoman Chrissy Houlahan (D-PA) a forum to speak with Members in her district.

MAY 1

Life Sciences PA hosts the first virtual “meet and greet” held with Congressman John Joyce, M.D. (PA-13) who has a unique view on healthcare policy.

MAY 21



Congressman John Joyce provides an overview of current affairs in Washington, D.C.

The Pennsylvania Legislature passes a five-month stop-gap budget in late May, and Life Sciences PA advocated for and secured state advocacy priorities included that budget.

MAY 29

Life Sciences PA hosts Advocacy Days, during which nearly 70 Life Sciences PA Members participated in 32 virtual meetings with members of the Pennsylvania Legislature over a three-day period.

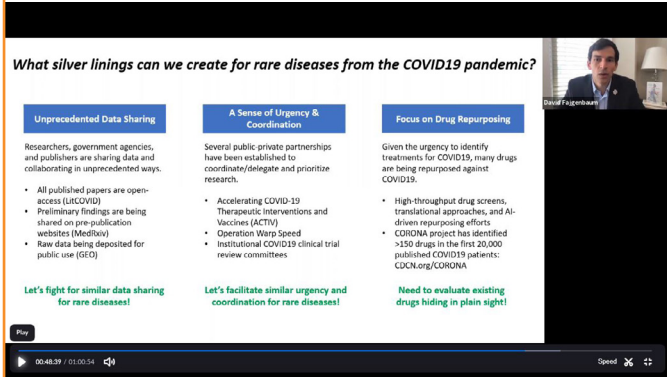
MAY 27, 28 & 29

Life Sciences PA continues to advocate for our priorities, including Association Health Plans, the Research and Development Tax Credit, the Keystone Innovation Zone Tax Credit and the Ben Franklin Technology Partners to be fully funded for the remaining seven-month budget after Governor Tom Wolf signs a five-month budget funding state operations through November 2020.

JUN 30

Life Sciences PA works with state association partners to host a multi-state congressional briefing focused on Research and Development Amid a Pandemic. Speakers at the event included Dr. Kelsey Martin, Dean, David Geffen School of Medicine, UCLA; Dr. Jeff Castelli, Chief Development Officer, Amicus Therapeutics; Dr. Michael Dudley, President and CEO at QPEX Biopharma; Dr. David Fajgenbaum, Co-Founder and Executive Director, Castleman Disease Collaborative Network.

JUL 7



Dr. David Fajgenbaum provides an overview of how rare disease patients have been affected by the COVID-19 pandemic.

The President signs federal budget and rare pediatric disease priority review voucher, which ensures short-term extension of the Rare Pediatric Disease Priority Review Voucher (PRV) program included in this funding package. Life Sciences PA continues to work with Senator Casey to incentivize the research and development of novel medicines for children with rare disorders.

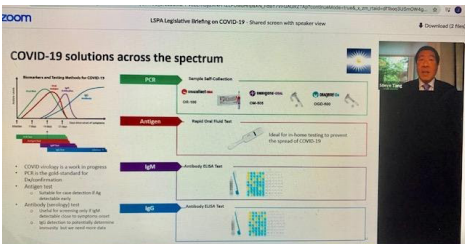
OCT 1

2020 ADVOCACY ACTIVITY

ACTIVITY RESULTING FROM COVID-19

APR 24

Life Sciences PA organizes a legislative briefing for all members of the State Legislature as well as the members of the Pennsylvania Congressional delegation to inform them on what Members are doing to combat COVID-19.



Stephen Tang of OraSure Technologies provided an overview of testing and its role in COVID-19 both during and after heavy mitigation.

MAY 29

Senator Casey and Congressman Kelly donate plasma, an important component of several COVID-19 therapies in development by Life Sciences PA Members.

JUL 28

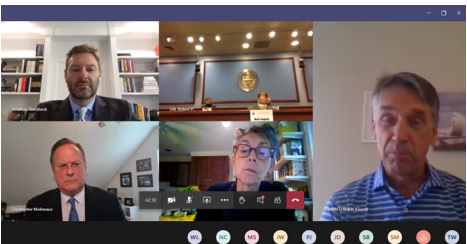
As part of a coalition of statewide associations, Life Sciences PA signs on to a letter urging Senator Toomey to co-sponsor the SAFE TO WORK Act (S. 4317).

AUG 6

The President signs an executive order on the Defense Production Act (DPA) and Life Sciences PA commits to monitoring its effect, especially in the short-term, on the robust global supply chains upon which many of our Member companies rely.

SEP 21

Life Sciences PA testifies at the Pennsylvania House Democratic Policy Committee hearing on COVID-19’s Impact on Innovation.



Clockwise from top left: Jonathan Steckbeck, Representative Mark Longietti (D-7) (hearing room), Shawn Patrick O’Brien, Rep. Mary Jo Daley and Christopher Molineaux.

ELECTION RECAP

Amid a hectic year, the 2020 presidential election was held November 3. The saying “elections have consequences” is especially true for the life sciences community, which is influenced significantly by the decisions of policy makers at the federal and state levels of government. Pennsylvania was, once again, a battleground state and played a pivotal role in the outcome of the presidential election.

In addition to the presidential election, voters cast their ballots for:

- All 18 Pennsylvania representatives in the U.S. House of Representatives
- Three statewide offices (Attorney General, Treasurer and Auditor General)
- 25 of the 50 Pennsylvania Senators
- All 203 Pennsylvania House members

To provide Members up-to-date information on the election results, Life Sciences PA hosted a “2020 Election Results” page on its website, which served as a resource for election updates and results. After ballots were cast, all 18 Pennsylvania congressional members were reelected and Republicans won two statewide races: Treasurer and Auditor General. Republicans also maintained their majority in the Pennsylvania House and Senate.

BIOBREAKFAST WITH U.S. SENATOR TOOMEY AND CONGRESSMAN DOYLE

In a busy election year, Life Sciences PA was pleased to partner with Christian Manders, Chief Operating Officer of Promethean Lifescience, Inc. and the Pittsburgh BioBreakfast to host two separate conversations featuring U.S. Senator Pat Toomey and U.S. Congressman Mike Doyle. The conversations were held October 8 and October 19, respectively. Both discussions afforded Pittsburgh-based life sciences leaders the opportunity to hear directly from members of the Pennsylvania Congressional Delegation and update those legislators on new developments occurring in southwestern Pennsylvania’s life sciences ecosystem.

MEDICARE COVERAGE OF INNOVATIVE TECHNOLOGY (MCIT)

In response to a proposed rule on the Medicare Coverage of Innovative Technology (MCIT), Life Sciences PA crafted a letter – signed by 21 medical technology Members – expressing our collective support for the rule. The rule would create a new reimbursement pathway for certain new medical devices. A copy of the letter addressed to Center for Medicare and Medicaid Services (CMS) Administrator Seema Verma can be [found here](#).

This new pathway would allow for Medicare coverage of medical devices that receive the “breakthrough” designation by the U.S. Food and Drug Administration (FDA) on the same day they are given FDA market authorization. Qualifying devices would be covered under MCIT for four years. This would provide medical device manufacturers time to build evidence on the value of their new technology.

COVID-RELIEF/FEDERAL SPENDING PACKAGE

The U.S. House and Senate passed an omnibus spending bill and COVID-relief package December 21. The total legislative package comprised approximately \$2.3 trillion in federal spending, with the omnibus spending bill accounting for \$1.4 trillion and the COVID-relief package accounting for \$900 billion. President Trump signed the spending bills on December 27, 2020.

The two packages fund or extend several policies important to Life Sciences PA Members. The packages would make additional Paycheck Protection Program (PPP) assistance available, provide the NIH a budget of \$49.2 billion (a \$1.25 billion increase from FY2020) and extend the Rare Pediatric Priority Review Voucher (PRV) program by four years. Life Sciences PA was disappointed to see the legislation did not include temporary liability protection for our Members following public health directives and guidelines, but understands it will be a priority in future relief package negotiations.

2020 COVID-19 MILESTONES

MAR

MAR 9

Integral Molecular announces the mobilization of two of its key technology platforms to aid in the discovery of vaccines and therapeutics against the novel coronavirus which causes COVID-19.

MAR 13

The President officially declares the coronavirus outbreak an emergency disaster.

MAR 13

Life Sciences PA launches the Virtual LSPA Community, an online networking tool designed to facilitate strategic connections between our Members.

MAR 13

The Food and Drug Administration (FDA) grants Roche Emergency Use Authorization for its high-volume coronavirus diagnostic within 24 hours of receiving the application.

MAR 20

Life Sciences PA joins The Pennsylvania Department of Health, The Hospital & Healthsystem Association of Pennsylvania, and The Pennsylvania Chamber of Business and Industry in the call for medical supplies and expertise.

MAR 21

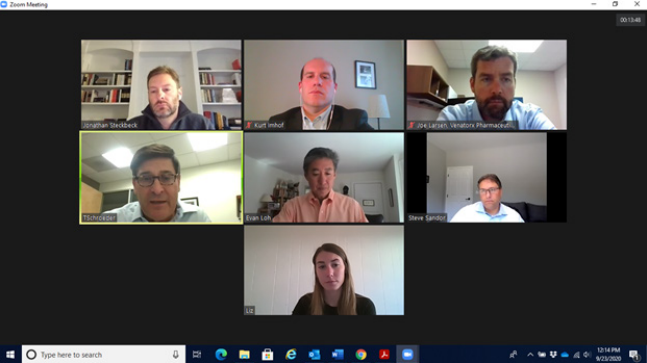
The University of Pennsylvania opens Philadelphia’s first drive-thru coronavirus testing site.

ANTIMICROBIAL RESISTANCE (AMR) POLICY UPDATE

The Developing an Innovative Strategy for Antimicrobial Resistant Microorganisms is a bill that would help incentivize the development of novel antimicrobial resistant medicines. It removes a reimbursement barrier that disincentivizes hospitals and physicians from utilizing new antibiotics even when they may be the most appropriate treatment for a patient. Given some COVID-19 patients suffer from secondary bacterial infections, and the ever-evolving threat of antimicrobial resistance, policy support is urgently needed to prevent a public health crisis.

Life Sciences PA organized a series of meetings with members of the Pennsylvania congressional delegation and Member companies focused on the antimicrobial space to urge those members to support the DISARM Act and include it in any forthcoming legislative package. Life Sciences PA is pleased that Pennsylvania currently has more co-sponsors for this legislation than any other state and thanks Senator Casey for his efforts as the Democrat lead in the U.S. Senate.

Additionally, Life Sciences PA is supportive of another bill on the AMR front – the Pioneering Antimicrobial Subscriptions to End Upsurging Resistance (PASTEUR) Act. This legislation would modify current reimbursement methods and employ a subscription-like model for government payments to companies developing antimicrobials, helping to ensure some financial certainty for companies assuming the risk of developing these novel medicines. It would also utilize a grant program to promote appropriate stewardship of antibiotics and help hospitals report antibiotic use and resistance to the CDC. Life Sciences PA thanks Congressman Mike Doyle (PA-18) for leading the introduction of this bill in the U.S. House of Representatives, and looks forward to building upon the momentum garnered by both DISARM and PASTEUR in the coming session of Congress.



Life Sciences Pennsylvania AMR members meet with Congressman Reschenthaler’s office: (clockwise from top left) Jonathan Steckbeck, Peptilogics; Kurt Imhof, LSPA; Joe Larsen, Venatorx; Ted Schroeder, Nabriva; Evan Loh, Paratek; Steve Sandor, Paratek; Liz Barton, Cong. Reschenthaler’s office.

DRUG PRICING UPDATE

The Trump Administration continued to move ahead with several proposals on “lowering the cost of prescription medicines.” Chief among these proposals is the interim final rule on its Most Favored Nation (MFN) policy. The Administration provided more details November 20 about how this flawed policy would be implemented, and Life Sciences PA remains opposed to its overarching goal of simply importing foreign price controls on medicines in the United States. Life Sciences PA has significant concerns about how this policy will inhibit investment in breakthrough therapies and cures, ultimately limiting patient access to innovative medicines.

The MFN model will peg the price of 50 ‘sole-source’ medicines in Medicare Part B to the reimbursement rates at the lowest adjusted price from 22 economically similar countries. The list of the 50 medicines initially affected by this rule can be found on [page 50 of this document](#).

Life Sciences PA [sent this letter](#) to the entire Pennsylvania delegation expressing the concerns of the Most Favored Nation policy. Life Sciences PA will be working with its national partners and the Pennsylvania congressional delegation to oppose the Trump Administration efforts on this rule, and will also be submitting comments to the Administration on this policy. This Trump administration policy was halted by two court rulings. However, Life Sciences PA still plans to submit comments in opposition to this proposal and will be monitoring activities by the Biden Administration and Congress, which could seek to implement something similar in 2021.

RARE PEDIATRIC PRIORITY REVIEW VOUCHER (PRV)

Life Sciences PA was very pleased to see the four-year extension of the Rare Pediatric PRV program included in the COVID-relief/ omnibus spending bill. This extension provides certainty to our Members focused on developing medicines for children with rare disorders. Life Sciences PA is appreciative of Senator Casey’s leadership on this bill and its reauthorization. We will continue to push for a permanent extension of this program that is critical to incentivizing the research and development of novel therapies and cures for rare disorders.

2020 COVID-19 MILESTONES

MAR | MAR 21

To address the shortage of personal protective equipment (PPE) within hospitals and other care facilities, Eric Sugalski, President and CEO of Archimedic creates the Origami Respirator using a vacuum cleaning bag, rubber bands, and a zip tie.

APR | APR 1

Actuated Medical, Inc. repurposes its manufacturing facility to produce face shields for first responders and medical professionals battling the coronavirus pandemic.

| APR 3

USciences faculty and staff collect and donate more than 69,000 pieces of PPE including gloves, N95 masks, protective suits, and more to healthcare institutions in Philadelphia.

PENNSYLVANIA LEGISLATURE PASSES SEVEN-MONTH BUDGET

The Pennsylvania Legislature passed a five-month stop-gap budget in late May due to uncertainty around the Commonwealth of Pennsylvania’s fiscal situation amid a global pandemic. The Legislature passed and the Governor signed in November 2020 a series of bills comprising a seven-month budget funding the Commonwealth of Pennsylvania through June 30, 2021.

The budget provides seven of 12 months of level funding to the following budget programs important to Life Sciences PA and its members:

- Ben Franklin Technology Partners - \$8.458 million for the remaining seven months (bringing the yearly total to \$14.5 million)
- Department of Health Bio-Technology Research - \$4.492 million for the remaining seven months (bringing the yearly total to \$7.7 million)
- The Life Sciences Greenhouses (\$3 million) and the Commonwealth Universal Research Enhancement (CURE) Program are funded through the Tobacco Settlement Fund, and were fully funded for 12 months in the budget passed in May.
- Research and Development Tax Credits (\$55 million) and Keystone Innovation Zones (\$15 million) remain fully funded

In an uncertain budget year, Life Sciences PA is pleased to see its budget priorities maintain level funding and thanks the State Policy Committee for its concerted effort to ensure these critical programs remain intact.

PENNSYLVANIA EXPANDS NEWBORN SCREENINGS

Governor Tom Wolf signed into law Act 133, The Newborn Child Testing Act, in late November providing further testing and follow-up treatment for Pennsylvania newborns. Senate Bill (SB) 983 passed unanimously in both legislative chambers just days prior to receiving the Governor’s signature.

Sponsored by Senator John DiSanto (Dauphin & Perry Counties), SB 983 requires all babies born in Pennsylvania be screened for all conditions listed on the federal [Recommended Uniform Screening Panel](#) (RUSP). The RUSP is a list of 35 core and 26 secondary conditions for which every baby is recommended to be screened after birth, with each tested condition carrying follow-up treatment. Prior to SB 983, Pennsylvania tested babies for up to 38 conditions, consisting of a mandatory panel of 10 screenings and a supplemental panel of 28 screenings. SB 983 ensures Pennsylvania babies be screened for 61 or more conditions.

The bill also creates a Newborn Screening Account within the Department of Health where a Newborn Screening Fee will be billed to health providers and submitted to insurance for payment.

Due to the tireless work of the Patient Advocacy Groups, babies born in Pennsylvania will forever reap the benefits of the testing that will now provide early detection for treatable diseases. The expansion of newborn screenings in Pennsylvania has been a priority for Life Sciences PA and we are thrilled with the passage of this important legislation.

2020 COVID-19 MILESTONES

APR

APR 6

Life Sciences PA contributes to the creation of the Pennsylvania Manufacturing Call to Action Portal, designed to foster the connections businesses need to get critical COVID-19-related products to market or retrofit their operations to begin production of those products.

APR 9

Christian Manders, COO at Promethean LifeSciences Inc. and Director on LSPA’s Board taps Life Sciences PA for a networking connection that results in the delivery of 500 pairs of ski goggles to front-line workers in New York City in need of PPE.

APR 9

Pfizer announces it has found a leading experimental drug candidate against SARS-CoV-2 and plans to test the drug in the following months.

APR 9

CSL Behring and Takeda join forces to develop a treatment for COVID-19.

APR 14

Sanofi and GSK announce they are joining forces to create a COVID-19 vaccine and hope to start testing the vaccine in humans in the second half of 2020.

GOVERNOR TOM WOLF VETOES COVID-19 LIABILITY PROTECTION FOR BUSINESS

Life Sciences PA is a member of a broad coalition of business, nonprofit, education, and healthcare organizations supportive of temporary, targeted legislation that would provide legal safe harbor for organizations operating in good faith and complying with relevant requirements that protect employees from the spread of COVID-19. Accordingly, and in partnership with this coalition, Life Sciences PA signed-on to letters sent to the [Governor](#) and the [General Assembly](#) expressing our support for [House Bill \(HB\) 1737](#). This bill appropriately provided our member organizations legal safe harbor to prevent opportunistic plaintiff’s attorneys from filing liability lawsuits under the guise of COVID protections. Life Sciences PA was disappointed to see Governor Wolf veto HB 1737.

Life Sciences PA Member companies have been working tirelessly to develop diagnostics, therapeutics and vaccines to fight the COVID-19 pandemic. As these scientists and researchers are working in difficult conditions while adhering to extensive mitigation measures to ensure patients have expeditious access to these life-saving medical innovations, they should be protected from predatory litigation.

HB 1737 did not provide complete immunity, and entities covered by this legislation would still be liable for acts considered careless, reckless or deliberately wrongful. However, the legislation did ensure businesses, institutions, and organizations following public health guidance issued by the state and/or federal governments would be granted basic protections against frivolous lawsuits.

PATIENT SUMMIT

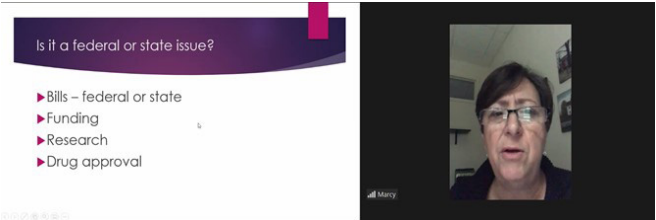
Life Sciences PA was proud to host its inaugural **Patient Summit** November 12. This virtual half-day event provided our patient advocacy group members and public officials an intimate forum to learn about exciting developments in the life sciences ecosystem and better understand the interaction between payers, patients, innovators and policy makers. The Summit kicked off with an Opening Keynote from David Fajgenbaum, a rare disease patient with Castleman Disease who is also a scientist at the University of Pennsylvania working tirelessly to develop a cure for his own rare disease. He has been featured at other Life Sciences PA events and is a remarkable, and inspirational, speaker.

The Summit concluded with a presentation by retiring Pennsylvania State Representative Marcy Toepel, Chair of the Rare Disease Caucus in the Pennsylvania House, and the sponsor of the legislation that created the Rare Disease Advisory Council in the commonwealth – at the time one of only four in the country. After she presented on the best ways patient groups can interact with and get the attention of legislators, the day concluded with a legislator/patient group networking session on Zoom.

The Summit was well attended by members of our patient group, public officials and/or their staff, and colleagues from Member companies who enjoyed presentations on how insurance benefit design affects out-of-pocket costs for patients, how companies and patient groups can successfully partner, and the exciting, but lengthy developments in the treatment of sickle cell disease. Summit registrants represented 21 patient groups and 22 legislators and/or their staff at both the state and federal level. Life Sciences PA thanks Amicus Therapeutics, Harmony Biosciences, Janssen Pharmaceuticals, Novartis and We Work for Health PA for sponsoring this event, and thanks Merck for their help in securing our speaker on insurance benefit design.



In 2012, Dr. Fajgenbaum co-founded the Castleman Disease Collaborative Network (CDCN), a global initiative dedicated to accelerating research and treatment for Castleman disease (CD) to improve survival for all patients with CD.



Representative Marcy Toepel presented at the Summit and discussed how patient groups can attract the attention of legislators.



The Summit’s attendees included representatives from patient groups, legislators, and Life Sciences PA Members.

2020 COVID-19 MILESTONES

APR

APR 15

Temple University Hospital starts the first clinical trial in the United States testing an experimental therapy known as gimsilumab as a potential coronavirus treatment.

APR 15

Abbott Laboratories announces the launch of its third COVID-19 test, a lab-based serology blood test for the detection of the antibody, IgG, that identifies if a person has had the novel coronavirus (COVID-19).

APR 16

Inovio Pharmaceuticals secures a \$6.9M grant to fund a clinical trial for its coronavirus vaccine.

APR 18

Life Sciences PA supports its economic development partners at the Valley Forge Tourism & Convention Board (VFTCB), who launched a #MontCoStrong t-shirt fundraiser to help support Montgomery County’s COVID-19 Response Fund.

STATE POLICY COMMITTEE

DANIEL AMBURN , UCB	EVAN FACHER , UNIVERSITY OF PITTSBURGH	HANNAH KRANZ , BUCHANAN INGERSOLL & ROONEY	STEVE SANDOR , PARATEK PHARMACEUTICALS
DOMENICK ARGENTO (CHAIR) , MERCK	DAVID FORDE , UNIVERSITY OF THE SCIENCES	KATHRYN LAVRIHA , SANOFI	BARBARA SCHILBERG , BIOADVANCE
MARC ARNOLD , LIVANOVA	JOE GARBA , ALEXION PHARMACEUTICALS INC.	CHARLES LEITGEB , BAYER	DAVID SMITH , TROUTMAN PEPPER
SAUL BEHAR , PHILADELPHIA CITY SCIENCE CENTER	TONY GREEN , BEN FRANKLIN TECHNOLOGY PARTNERS OF SOUTHEASTERN PENNSYLVANIA	TIMOTHY LYDEN , ELI LILLY	SAM SPEAKER , KPMG
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MEL BILLINGSLEY , LIFE SCIENCES GREENHOUSE OF CENTRAL PENNSYLVANIA	ETHAN HASBROUCH , BRISTOL MYERS SQUIBB	TIM MCNULTY , CARNEGIE MELLON UNIVERSITY	TIMOTHY SULLIVAN , GLAXOSMITHKLINE
BEN CHANDHOK , BIO	JOHN HOHENWARTER , NOVARTIS	JEANNIE MORRIS , LEHIGH UNIVERSITY	MONA THINAVONGSA , SMITH & NEPHEW
STEVEN COBB , UNIVERSITY OF PENNSYLVANIA	KURT IMHOF , LIFE SCIENCES PENNSYLVANIA	CHRISTINA MUNOZ , AMERISOURCEBERGEN	KARL UHLENDORF , ASTELLAS
PATRICK COLLINS , CSL BEHRING	MICHELLE JACQUIS , VERTEX PHARMACEUTICALS	KATIE NASH , UNIVERSITY CITY SCIENCE CENTER	KARLA WHITE , CSL BEHRING
LOUISE CONLON , IMMUNOCORE	BRIAN KENNEDY , PITTSBURGH TECHNOLOGY COUNCIL	TODD NYQUIST , LONG, NYQUIST & ASSOCIATES	DAVID WILSON , DREXEL UNIVERSITY
KIMBERLY DAVIS , JOHNSON & JOHNSON	JACQUELINE KIRBY , JAZZ PHARMACEUTICALS	MARK O'ROURKE , TAKEDA	
AMY DEMPSTER , GENENTECH		KEVIN ORR , PFIZER	
PATRICK DENTINGER , ABSORPTION SYSTEMS		AMY PRENTICE , ASTRAZENECA	
JULIE DIETRICH , WEST CHESTER UNIVERSITY		JOY RUSSELL , GENENTECH	

FEDERAL POLICY COMMITTEE

DORCAS ADEKUNLE , ABBVIE	TONY GIBSON , UNIVERSITY OF PITTSBURGH	CHOL PAK , THERMO FISHER SCIENTIFIC
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GRANT BARBOSA , EMERGENT BIOSOLUTIONS;	KATIE JONES , ALEXION	KATIE NASH , UNIVERSITY CITY SCIENCE CENTER
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TED BUCKLEY , BRAEBURN PHARMACEUTICALS	SARAH KYLE , ELI LILLY	JOHN VERSAGGI , LIVANOVA
PAULA BURG , PFIZER	JOE LARSEN , VENATORX	PAUL SELTMAN , SMITH & NEPHEW
CHRIS CARTER , LEHIGH UNIVERSITY	BRYAN LEWIS , KIDNEY CANCER ACTION NETWORK (KCAN)	PETE STEHOUWER , BAYER
PATRICK COLLINS , CSL BEHRING	CATE MCCANLESS , HARMONY BIOSCIENCES	PHIL THEVENET , GSK
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KRISTIN DINI , TEMPLE UNIVERSITY	GREG MONTANARO , DREXEL UNIVERSITY	TERRI BOOKER , SICK CELLS
CHELSEY FIX , GBS-CIDP	RITA NORTON , AMERISOURCEBERGEN	LIZ SCHWARTZ , MERCK

2020 COVID-19 MILESTONES

MAY

MAY 4

The FDA grants Roche emergency use authorization (EUA) for its antibody blood test that gauges people’s exposure and immune response to COVID-19.

MAY 9

Life Sciences PA and 12 Member companies are featured in a Philadelphia Magazine article written by Queen Muse on the global need for cutting-edge medicine.

MAY 22

Life Sciences PA launches the COVID-19 Resource Page to provide resources and guidance on employee and customer well-being, the allocation of PPE and supplies, and the reopening of businesses.

MAY 29

Rockland Immunochemicals Inc. develops a critical antibody reagent essential to antibody tests used to determine SARS-CoV-2 exposure for patients suspected to have contracted COVID-19.

PENNSYLVANIA LEGISLATURE
LIFE SCIENCE CAUCUS CO-CHAIRS



REP. TIM
BRIGGS

(D-MONTGOMERY
COUNTY)



REP. VALERIE
GAYDOS

(R-ALLEGHENY
COUNTY)



REP. MARK
LONGIETTI

(D-MERCER
COUNTY)



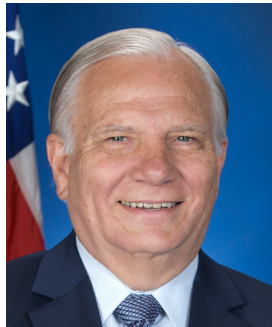
REP. DAVID
ZIMMERMAN

(R-LANCASTER
COUNTY)



SEN. ANDY
DINNIMAN

(D-CHESTER
COUNTY)



SEN. BOB
MENSCH

(R-BERKS,
BUCKS AND
MONTGOMERY
COUNTIES)

PENNSYLVANIA LEGISLATURE ENGAGEMENT

RARE DISEASE CAUCUS

The Rare Disease Caucus works to educate and advocate on behalf of individuals with rare diseases. A rare disease is a disease or condition that affects fewer than 200,000 people in the United States. One in 12 Pennsylvanians is living with a rare disorder. The Rare Disease Caucus works closely with the Rare Disease Advisory Council, comprised of patients, public officials, and organizations researching therapies and cures for rare diseases, and is dedicated to improving the quality of life for patients in Pennsylvania with rare diseases. Pennsylvania is one of eight states in the United States with a Rare Disease Advisory Council.

2020 PUBLIC AFFAIRS SERIES SPONSORS



RARE DISEASE CAUCUS CO-CHAIRS



REP. MARK
LONGIETTI

(D-MERCER
COUNTY)



REP. MARCY
TOEPEL

(R-MONTGOMERY
COUNTY)



SEN. JOHN BLAKE

(D-LACKAWANNA,
LUZERNE AND MONROE
COUNTIES)



SEN. JUDY WARD

(R-BLAIR, CUMBERLAND,
FRANKLIN, FULTON AND
HUNTINGDON COUNTIES)

2020 COVID-19 MILESTONES

JUL

JUL 10

The first COVID-19 patient in Germany is successfully treated with novel Diaphragm Therapy from Lungpacer Medical, Inc.

JUL 10

Temple University Hospital treats the first U.S. patients in a COVID-19 immunotherapy clinical trial.

SEP

SEP 14

Researchers at the University of Pittsburgh School of Medicine identify a biological molecule - previously used to create the Ab8 drug - that could be used to neutralize the SARS-CoV-2 virus causing COVID-19 in mice and hamsters.

SEP 23

Johnson & Johnson announces it's 60,000-subject phase 3 assessment of its single-dose COVID-19 vaccine is underway.

PROGRAMS

Despite the changes and unpredictability, in 2020, Life Sciences PA was able to adjust plans, adapt to our environment, and provide valuable programming to our Members. In March, Life Sciences PA quickly transitioned to hosting events through a virtual platform to ensure the safety of our Members. By shifting to hosting virtual events, Life Sciences PA was able to maintain our diverse calendar of programs and host 24 programs throughout 2020, 21 of which were hosted virtually. Events ranged from workshops, leadership panels, and educational events to our large Life Sciences Future conferences and Annual Awards Program. Our virtual programs provided attendees the opportunity to connect with one another, learn from colleagues and industry leaders, and find support from other members of the life sciences community.

CONNECT@ AVE
JANUARY 29, 2020
MALVERN, PA

More than 80 guests gathered in Malvern for Life Sciences PA’s first **Connect@** event of the year, held at AVE Malvern. Guests networked over cocktails and hors d’oeuvres in a relaxed atmosphere while touring the AVE apartment complex and learning about their fellow Member’s space and associated amenities.

BREAKFAST LEADERSHIP PANEL
FEBRUARY 12, 2020
KING OF PRUSSIA, PA

Life Sciences PA hosted a **Breakfast Leadership Panel** focused on medical cannabis. Panelists included Armando Anido, Chairman & Chief Executive Officer at Zynerva Pharmaceuticals, Howard Goodwin, Partner at Intrinsic Capital Partners, and Eric Marsh, Child Neurologist at Children’s Hospital of Philadelphia (CHOP), as well as Robert J. “BJ” Clark, Litigation Partner at Ballard Spahr LLP, who served as moderator.

BUILDING YOUR LSPA NETWORK
FEBRUARY 28, 2020
WAYNE, PA

Toward the end of February, Life Sciences PA hosted a **Building Your LSPA Network** event in @LSPA – The Life Sciences Center. Attendees shared information about themselves, their organizations, and how they are hoping to use their Life Sciences PA membership.

BUILDING YOUR LSPA NETWORK
MAY 14, 2020
HOSTED VIRTUALLY

New Life Sciences PA Members from across the state of Pennsylvania were invited to participate in the **Building Your LSPA Network** event. Event participants dialed in from across Pennsylvania, Delaware, New Jersey and Ohio, representing biotechnology, pharmaceutical, investment, construction, medical device, and recruitment organizations.

2020 COVID-19 MILESTONES

OCT 12

AstraZeneca receives \$486M in U.S. funding to advance COVID-19 antibody treatment into two phase-III clinical trials.

OCT 26

Life Sciences PA calls on community members to sign on to a letter that supports the Administration’s proposed rule, Medicare Coverage of Innovative Technology and Definition of Reasonable and Necessary, which is another important step in advancing the development of life saving innovations.

2020 PROGRAM OVERVIEW

 **24** (3 IN PERSON / 21 VIRTUAL)
TOTAL PROGRAMS

 **104**
SPEAKERS

 **1,296**
COMPANIES REPRESENTED

 **4,039**
INDIVIDUALS REGISTERED

 **1,133**
ON-DEMAND VIEWS

 **137**
EDUCATIONAL SESSIONS

S.A.V.E. ROUNDTABLE
MAY 14, 2020
HOSTED VIRTUALLY

The Life Sciences PA Membership team hosted a **S.A.V.E. Roundtable** networking event for partners in the group purchasing program. Comprised of a diverse group of organizations that offer various products and services, Life Sciences PA’s **S.A.V.E. Group Purchasing Program** is a business network offering exclusive discounts on products and services to Life Sciences PA Members. The roundtable was hosted exclusively as an opportunity for S.A.V.E. providers to learn more about each other and the far-reaching impact of the program.

C SUITE EVENT
MAY 20, 2020
HOSTED VIRTUALLY

Life Sciences PA’s **C Suite Event** welcomed C-level executives to hear from Severin Schwan, CEO of Roche Group and Jeffrey Marrazzo, CEO of Spark Therapeutics as they provided an in-depth look at Roche’s acquisition of Spark. Attendees were provided the unique opportunity to ask questions and interact with Jeff and Severin, who discussed all aspects of the acquisition and provided a behind-the-scenes look at the highly anticipated deal.

LIFE SCIENCES PA’S DIVERSITY & INCLUSION INITIATIVE
JUNE 2020

In June 2020, Life Sciences PA issued a statement in response to America’s renewed, intense focus on racial injustice and inequality. As we stated in that message, there are no simple answers or expedient solutions to address longstanding racism and systemic inequities afflicting our country. We also acknowledged that it is not the nature of Pennsylvania’s life sciences community to sit by idly while these problems persist. Our Members work every day with passion, empathy and perseverance to find solutions to the most complex medical problems afflicting patients of all races, nationalities, and backgrounds. In an effort to promote access to Life Sciences PA’s programming, we began our **Diversity & Inclusion Initiative** in July by offering complimentary student registrations to Life Sciences PA events. In order to share this offer with as many students as possible, we conducted outreach to the colleges and universities in our membership, to Historically Black Colleges and Universities, and to partner organizations to help spread the word.

LIFE SCIENCES FUTURE - MEDTECH
JULY 15-17, 2020
HOSTED VIRTUALLY

Hundreds of viewers gathered virtually from July 15-17 for **Life Sciences Future – MedTech**, a three-day conference focused on timely topics and updates related to the medical device, diagnostic, and digital health communities, as well as all related stakeholders. Presenters showcased new scientific advancements while looking ahead at the future of the industry.

ANNUAL AWARDS PROGRAM VIP RECEPTION
JULY 27, 2020
HOSTED VIRTUALLY

Ahead of the public premiere of the 2020 Annual Awards Program, Life Sciences PA hosted a virtual **VIP Reception** that featured a preview of the documentary-style program. The group of honorees, members of the Life Sciences PA Board of Directors, the Life Sciences PA team, and colleagues from sponsoring organizations tuned in for the early reveal of the hour-long program.

2020 ANNUAL AWARDS PROGRAM
JULY 29, 2020
VIRTUAL PREMIERE

Life Sciences PA’s **2020 Annual Awards Program** premiered at 4:00 p.m. July 29, 2020. The documentary-style production focused on the successes of 2019, heroes of COVID-19, the current unrest in our country and, of course, the lifetime achievement of some of our community’s leaders. In order to share the tremendous successes and accomplishments with the largest audience possible, Life Sciences PA was pleased to share this production broadly on the Life Sciences PA website for anyone and everyone who was interested in viewing.

Planning for the **2020 Annual Awards Program** began back in 2019 at a time when Life Sciences PA hoped to host the event in person - as usual - with dinner and awards. However, as plans changed in March, the program was shifted to a virtual platform. As the virtual event did not allow us to serve dinner as part of the program, Life Sciences PA asked those who had already purchased a ticket to consider donating the proceeds from their seat or table purchase to the Philadelphia chapter of Life Science Cares. As a result of our community’s generosity, **\$176,000** was donated to Life Sciences Cares Philadelphia. Life Sciences PA would like to share our additional thanks to those who selflessly contributed to our local community at a time when it was needed most.

BASICS OF BIOTECH
AUGUST 17-21, 2020
HOSTED VIRTUALLY

Basics of Biotech was a comprehensive, virtual course comprised of half-day sessions from August 17-21 focused on the development of biopharmaceuticals. The course was curated for those who may be new to the biotechnology or pharmaceutical industry, those looking for a high-level understanding of drug development, or those wanting a refresher on the development process.

BUILDING YOUR LSPA NETWORK
SEPTEMBER 1, 2020
HOSTED VIRTUALLY

All new Life Sciences PA Members are encouraged to attend the **Building Your LSPA Network** event to jump start their immersion into the Life Sciences PA community. At this program, Life Sciences PA’s new Members learned about the S.A.V.E. group purchasing program, Life Sciences PA programs planned for the remainder of 2020, and how to best immerse themselves in the Life Sciences PA community to get the most of their membership.

OCT 30

Life Sciences PA informs Members of the importance of the flu shot for the health and safety of our community.

PROGRAMS IN Q4

LIFE SCIENCES FUTURE - BIOPHARM

September 30 - October 2, 2020 | Hosted virtually

Hundreds of viewers gathered virtually from September 30 - October 2 for Life Sciences Future – BioPharm, a three-day conference focused on timely topics and updates related to the biotechnology and pharmaceutical communities, and all related stakeholders. Presenters showcased new scientific advancements while looking ahead at the future of the industry. Life Sciences Future – BioPharm featured well-known speakers including:

AMBASSADOR DEBORAH L. BIRX, M.D.
White House Coronavirus Response Coordinator

DR. LUIS JODAR
Chief Medical Officer for Vaccines Medical Development and Medical/Scientific Affairs, Pfizer

IAN L. VALERIO, M.D., M.S., M.B.A., FACS,
Commander (CDR), Medical Corps, U.S. Navy, Plastic and Reconstructive Surgeon at Harvard Medical School and Massachusetts General Hospital

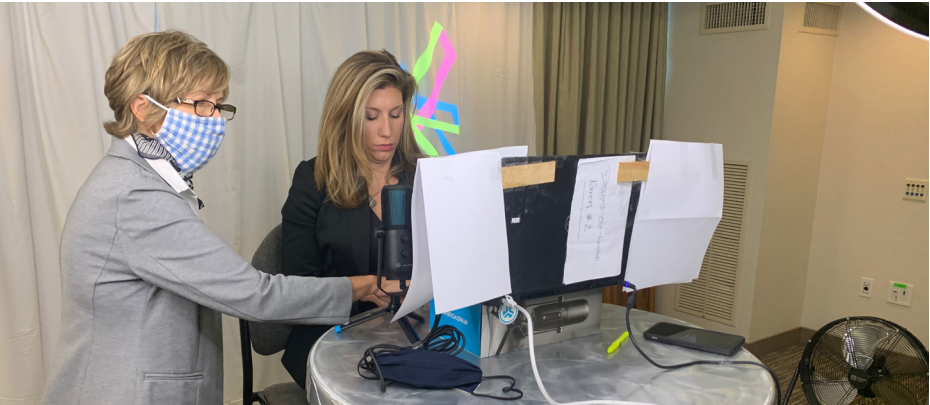
JANET WOODCOCK
Director, Center for Drug Evaluation and Research (CDER) at the Food and Drug Administration (FDA)

DAVID B. NASH, MD, MBA
Founding Dean Emeritus at Jefferson College of Population Health, Thomas Jefferson University

Throughout the conference, attendees tuned in to virtual sessions, joined Zoom networking sessions and participated in one-on-one video partnering meetings.



Terri Lee Taylor, Vice President of State Government Affairs & Policy at Merck and Chairman of Life Sciences PA's Board of Directors served as the moderator for Dr. Bix's Fireside Chat.



Rachael Bushey (right), Partner and Chair of the Health Sciences Department at Troutman Pepper and a member of Life Sciences PA's Board of Directors prepared for her role as moderator of the Fireside Chat with Janet Woodcock. Karen DeLone (left), Senior Vice President & Chief Operating Officer of Life Sciences PA, assisted Rachael in her preparations while wearing a mask to promote health and safety.

2020 COVID-19 MILESTONES

NOV 9

Pfizer cites early data showing its coronavirus vaccine reduces the risk of COVID-19 illness by more than 90%.

NOV 23

Merck acquires Oncolmmune for its COVID-19 treatment CD24Fc in a \$425M deal.

DEC

DEC 11

The FDA issues the first emergency use authorization (EUA) for a vaccine to the Pfizer-BioNTech COVID-19 vaccine for the prevention of COVID-19 in individuals 16 years of age and older.

DEC 12

Distribution of the Pfizer-BioNTech vaccine begins as doses are packed for delivery to hospitals around the country.

LIFE SCIENCES FUTURE BIOPHARM

556
TOTAL REGISTRANTS

27
STATES + D.C., CANADA, ISRAEL, ZIMBABWE and SOUTH AFRICA

289
UNIQUE ORGANIZATIONS REPRESENTED

FEATURED SPEAKERS

AMBASSADOR DEBORAH L. BIRX, MD
White House Coronavirus Response Coordinator
Keynote Speaker - Fireside Chat

LUIS JODAR, MD
Chief Medical Officer for Vaccines Medical Development and Medical/Scientific Affairs, Pfizer
Closing Speaker

DAVID B. NASH, MD, MBA
Founding Dean Emeritus at Jefferson College of Population Health, Thomas Jefferson University
Keynote Speaker - Fireside Chat

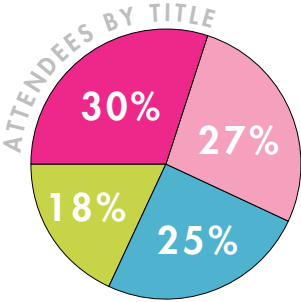
JANET WOODCOCK, MD
Director, Center for Drug Evaluation and Research (CDER), Food and Drug Administration (FDA)
Keynote Speaker - Fireside Chat

54
RESEARCH INSTITUTIONS

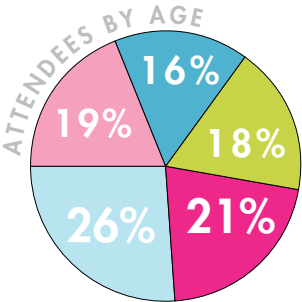
53
SPEAKERS

149
DIVERSITY & INCLUSION STUDENTS

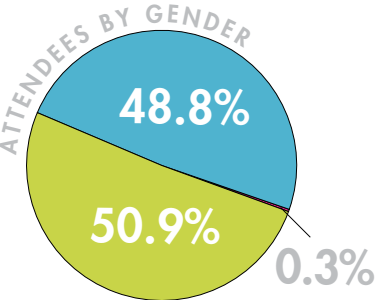
8
REVERSE PITCHES



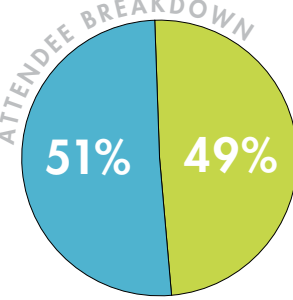
CEO/PRESIDENT/VP
DIRECTOR/MANAGER
STUDENT
OTHER



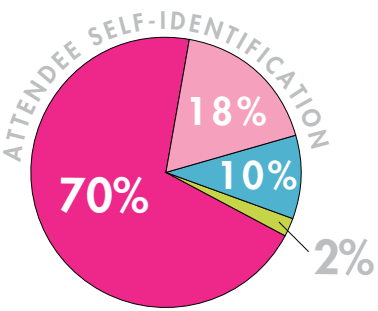
18-24
25-34
35-44
45-54



FEMALE
MALE
TRANSGENDER



R&D COMPANIES
SERVICE PROVIDERS



WHITE (EUROPE/MID. EAST/N. AFRICA)
ASIAN
BLACK/AFRICAN AMERICAN
HISPANIC/LATINO/SPANISH
AMERICAN INDIAN/ALASKA NATIVE

PROGRAMS IN Q4

TELL ME ABOUT YOUR JOB

Bi-Weekly Series | Hosted virtually

Life Sciences PA was pleased to present the premiere of *Tell Me About Your Job* Wednesday, October 21. Tell Me About Your Job is a series of 30-minute, live online programs geared toward students. Hosted on a bi-weekly basis, the series features individuals from underrepresented groups who highlight their career path, explain their roles and associated responsibilities, and answer questions to help audiences learn more about the opportunities within the life sciences industry. The discussions are followed by a 30-minute Zoom networking session where attendees can foster connections with students, speakers, and other industry professionals.



DR. GEORGE (TREY) THORNE

Director of Product Development at Fujirebio Diagnostics Inc.



TYMISSHA JACKSON, MS, RAC

Director of Regulatory Affairs at Castle Creek Biosciences



NAJAH ELLISON

Associate Director R&D Finance, Paratek



HILTON JACKSON

Reimbursement Manager at Neuronetics, Inc.



DENISE (DEEDEE) DEMAN, (MODERATOR)

Founder, Chairman & CEO of Bench International and Founder of The Forum of Global Pharmaceutical Diversity & Inclusion

Life Sciences PA thanks the generous series sponsors who are dedicated to making a positive difference in the lives of underrepresented groups.

TELL ME ABOUT YOUR JOB SPONSORS



2020 COVID-19 MILESTONES

DEC 15

The Wistar Institute, INOVIO Pharmaceuticals, Inc., AstraZeneca and the Perelman School of Medicine at the University of Pennsylvania are among a group of recipients of a \$37.6M award over two years for rapid preclinical development and translational studies of DNA-encoded monoclonal antibodies (DMAbs) as countermeasures for COVID-19.

DEC 18

The U.S. Food and Drug Administration issues an emergency use authorization (EUA) for the second vaccine for the prevention of coronavirus disease 2019 (COVID-19) caused by severe acute respiratory syndrome coronavirus 2 (SARS-CoV-2).

PROGRAMS IN Q4

BASICS OF BIOTECH

November 17-20, 2020 | Hosted virtually

Basics of Biotech was a comprehensive, virtual course comprised of half-day sessions from November 17-20 focused on the development of biopharmaceuticals. The course was curated for those who may be new to the biotechnology or pharmaceutical industry, those looking for a high-level understanding of drug development, or those who wanted a refresher on the development process. *Basics of Biotech* was designed for anyone interested in learning more about the development process and required no prerequisite knowledge of the industry. Additionally, this course was of value to those who support any step within the development process of pharmaceuticals, including outside vendors.

The course began with foundational basics and gave a detailed overview of the process from drug discovery to commercialization. Attendees learned about the science behind biotech products, the clinical research process, regulatory filings, and scale-up for manufacturing. Additionally, the course covered the timely topic of COVID-19 vaccines. Attendees were able to earn up to 12 Continuing Legal Education credits upon completion of the live course, and up to six CLE credits for on-demand completion.



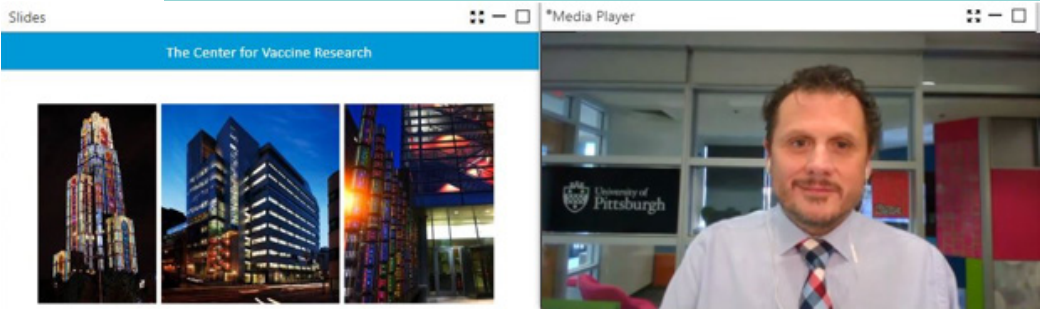
CLINICAL TRIALS SUMMIT

November 20, 2020 | Hosted virtually

The Clinical Trials Summit (formally the CRO/CMO Summit) was held virtually November 20 using Life Sciences PA’s robust web-based platform. Attendees tuned in to hear leaders in the field discuss the future of clinical trials. Paul Duprex, PhD from the University of Pittsburgh opened the event as the keynote speaker discussing vaccines and the landscape of COVID-19 trials. The conversation continued as panelists Judy O’Grady and Ronni Fuchs from Troutman Pepper discussed hot legal topics surrounding clinical trials today. The half-day Summit concluded with a panel of leaders who discussed the best ways to strategize, plan and execute a clinical trial. Panelists included Takashi Asah of CMIC Group, Fran DeGrazio of West Pharmaceutical Services, JeanMarie Markham, RN, CCRA, of Clinlogix, Earl Sands, MD of Parexel International Clinical Research, and Kristine Koontz, PhD(c), MBA, of GlaxoSmithKline.



JeanMarie Markham shared insight on executing successful clinical trials in the midst of COVID-19.



Paul Duprex, PhD provided an update on clinical trials related to COVID-19.

PROGRAMS IN Q4

BUILDING YOUR LSPA NETWORK

December 10, 2020 | Hosted virtually

All new Life Sciences PA Members are encouraged to attend Building Your LSPA Network to jump start their immersion into the Life Sciences PA community. In early December, new Members from across the state of Pennsylvania joined this virtual event to learn about their Life Sciences PA membership, meet some of their peers, and begin networking. Chris Molineaux, President & CEO of Life Sciences PA, opened the event with an overview of Life Sciences PA and its mission. He also explained how any discipline that touches the life sciences industry is represented within Life Sciences PA’s membership. Leading the event and facilitating the discussion were Tom Hess, Senior Vice President and CFO of Genomind, and Charlie Huntington, Managing Director-Investment Officer at Huntington Kraus Financial Group of Wells Fargo Advisors. Tom and Charlie explained how the Life Sciences PA network has helped them grow personally and professionally, and how getting involved in the Life Sciences PA community is the key to a successful membership. Represented new Member companies included:

- ACHIEVENEXT

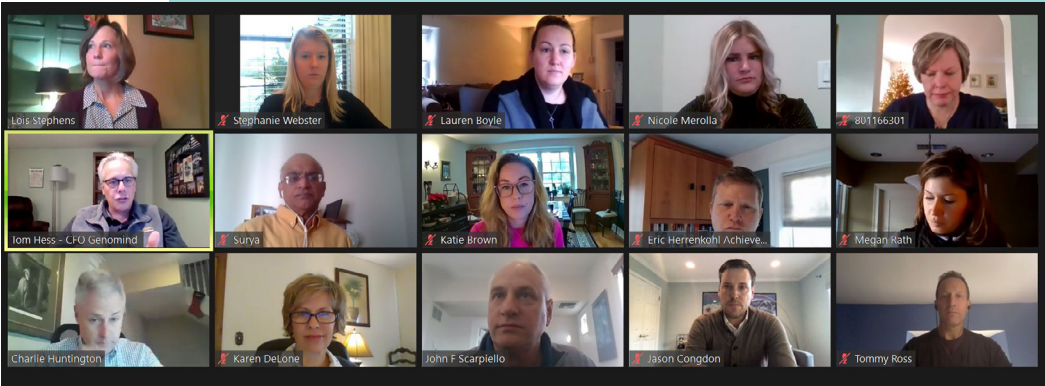
SAVIO GROUP ANALYTICS

AZZUR GROUP

VEOLIA
- GENE EDITING INSTITUTE - CHRISTIANACARE

WOODRUFF SAWYER

PINNAQL



Representatives from new Member organizations joined the program to learn more about their Life Sciences PA membership and the many opportunities offered to Members.

SCRUB YOUR DECK

December 10, 2020 | Hosted virtually

In our current environment, digital presentations are daily occurrences and it has never been more important to effectively relay your skillset and knowledge base through a digital medium. Life Sciences PA’s Scrub Your Deck event was designed to help Members enhance their presentation in investment pitches. Eleven emerging companies participated in our virtual “Expert Studios” and received valuable coaching, counseling, and feedback needed to make a successful funding pitch to advance their companies in 2021 and beyond. The day began with investors and corporate business development leaders discussing their insights on how start-up companies can successfully pitch to investors in a digital world. Speakers included:

- ANJALI KUMAR, PHD**
Johnson & Johnson Innovation

JON SKINNER
Teleflex
- IVAN GERGEL, MD, MBA,**
New Rhein Healthcare Investors

MODERATOR: JASON FREDERICK
Ernst & Young
- The program concluded with success stories from top CEOs in the industry who successfully executed exits in 2020. Attendees heard from:
- PATRICK DENTINGER**
Absorption Systems, A Pharmaron Company

JOSEPH TRUITT
BioSpecifics Technologies Corp
- BRUCE SHOOK**
Vesper Medical

MODERATOR: RICH HUDOCK
Ballard Spahr



Scrub Your Deck kicked off with a panel featuring investors and corporate business development professionals who discussed the best strategies to pivot company pitches to digital and shared insight on how to invest in successful digital relationships.



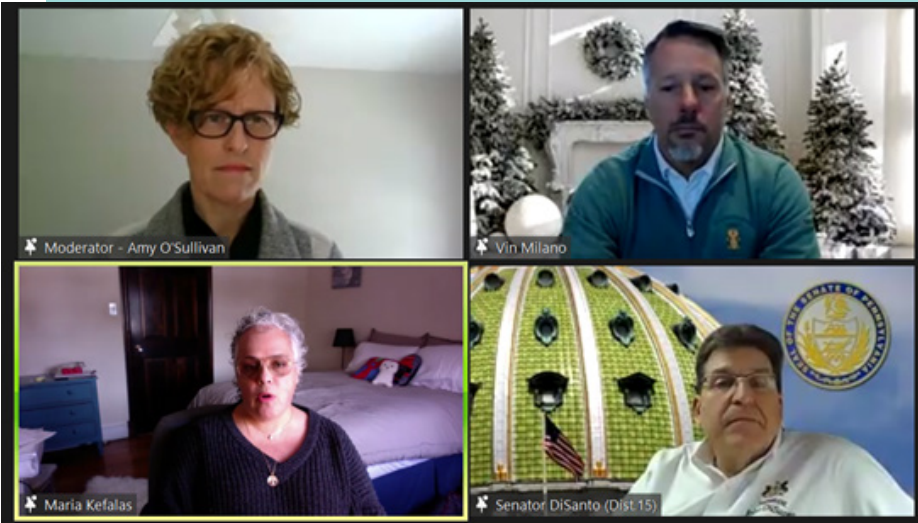
The program’s second panel highlighted the success stories of colleagues and peers who led successful million- and billion-dollar acquisitions in 2020 and amidst the pandemic.

PROGRAMS IN Q4

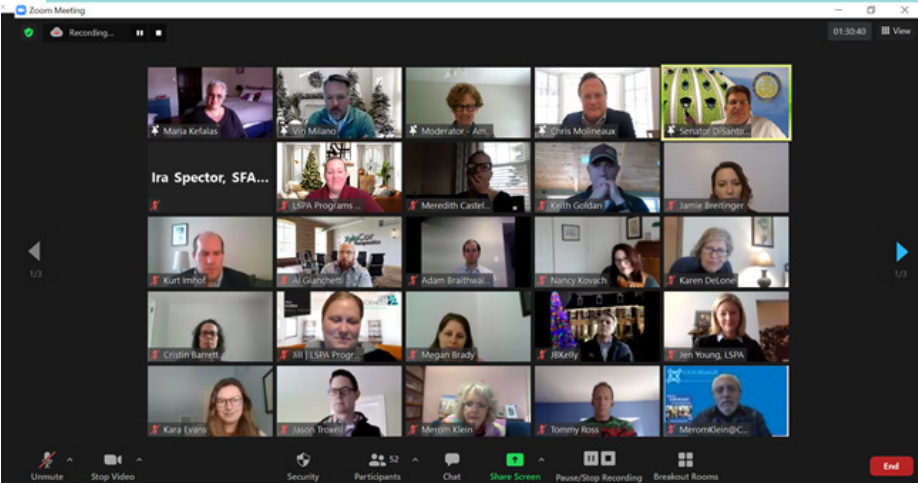
HOLIDAY LUNCH PANEL

December 17, 2020 | Hosted virtually

This year's Holiday Lunch Panel was designed to celebrate patients and recent advocacy successes related to newborn screenings. The event featured a panel discussion focused on the wide-ranging benefits of expanded newborn screenings and recognized the importance of Pennsylvania's recently-passed Newborn Child Testing Act. Panelists included PA Senator John DiSanto (R-Dauphin & Perry Counties), sponsor of the Newborn Child Testing Act; Maria Kefalas of the Calliope Joy Foundation and Cure MLD, patient advocate; and Vincent Milano of Idera Pharmaceuticals, a leading developer of innovative therapies for rare diseases. Led by Amy O’Sullivan of Scope International USA, panelists discussed their efforts in relation to the Act and connected with attendees during networking sessions.



Panelists (clockwise from top left) Amy O’Sullivan, Vincent Milano, Maria Kefalas and Senator John DiSanto discussed the many benefits of expanded newborn screening in Pennsylvania.



After the panel, panelists and attendees continued the conversation in a post-event Zoom networking session.

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PARTNERS

INTERNATIONAL PARTNERS

- ASSOBIOTEC, THE ITALIAN ASSOCIATION FOR THE DEVELOPMENT OF BIOTECHNOLOGY
- INDO-US SCIENCE & TECHNOLOGY FORUM
- KARNATAKA BIOTECHNOLOGY AND INFORMATION TECHNOLOGY SERVICES
- MONTRÉAL INVIVO & QUÉBEC INTERNATIONAL
- LITHUANIAN BIOTECHNOLOGY ASSOCIATION
- ONE NUCLEUS
- PORTUGUESE PHARMACEUTICAL INDUSTRY ASSOCIATION
- TAIWAN BIO INDUSTRY ORGANIZATION

NATIONAL PARTNERS



REGIONAL PARTNERS

- ALLEGHENY CONFERENCE ON COMMUNITY DEVELOPMENT
- BEN FRANKLIN TECHNOLOGY PARTNERS OF CENTRAL AND NORTHERN PENNSYLVANIA
- BEN FRANKLIN TECHNOLOGY PARTNERS OF NORTHEASTERN PENNSYLVANIA
- BEN FRANKLIN TECHNOLOGY PARTNERS OF SOUTHEASTERN PENNSYLVANIA
- BIOADVANCE
- BIONJ
- CHESTER COUNTY CHAMBER OF BUSINESS & INDUSTRY
- CHESTER COUNTY ECONOMIC DEVELOPMENT COUNCIL
- DELAWARE BIO
- GREATER PHILADELPHIA ALLIANCE FOR CAPITAL AND TECHNOLOGIES
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MEMBERSHIP

In 2020, Life Sciences PA was pleased to welcome 59 new Members to the organization. While there have certainly been many positive changes to the Life Sciences PA membership over the past 12 months, the year did not come without its fair share of challenges, COVID-19 being the greatest. Following the outbreak of the COVID-19 pandemic, many of our Member companies were in financial limbo. In order to support our membership to our best ability, Life Sciences PA began a 5-month dues suspension from mid-March through mid-August. This suspension allowed Members to refocus their financial resources as needed, without worrying about the status of their membership. Life Sciences PA ended the year with 811 Member organizations representing all sectors of the life sciences community: research institutions, biotech, pharma, devices, diagnostics, investment, digital health, contract research organizations, patient advocacy groups and service providers.

A deeper look into the membership composition shows continued strength in all sectors from the previous year. As the Life Sciences PA membership continues to evolve, this expanding network provides even greater opportunity to facilitate strategic connections among members and to advocate for effective public policy. With input from our diverse membership, Life Sciences PA seeks to create an environment to ensure the Commonwealth of Pennsylvania is considered the most attractive location in the United States for establishing and growing a life sciences organization.


\$12.7M
SAVED IN 2020


811
MEMBER COMPANIES

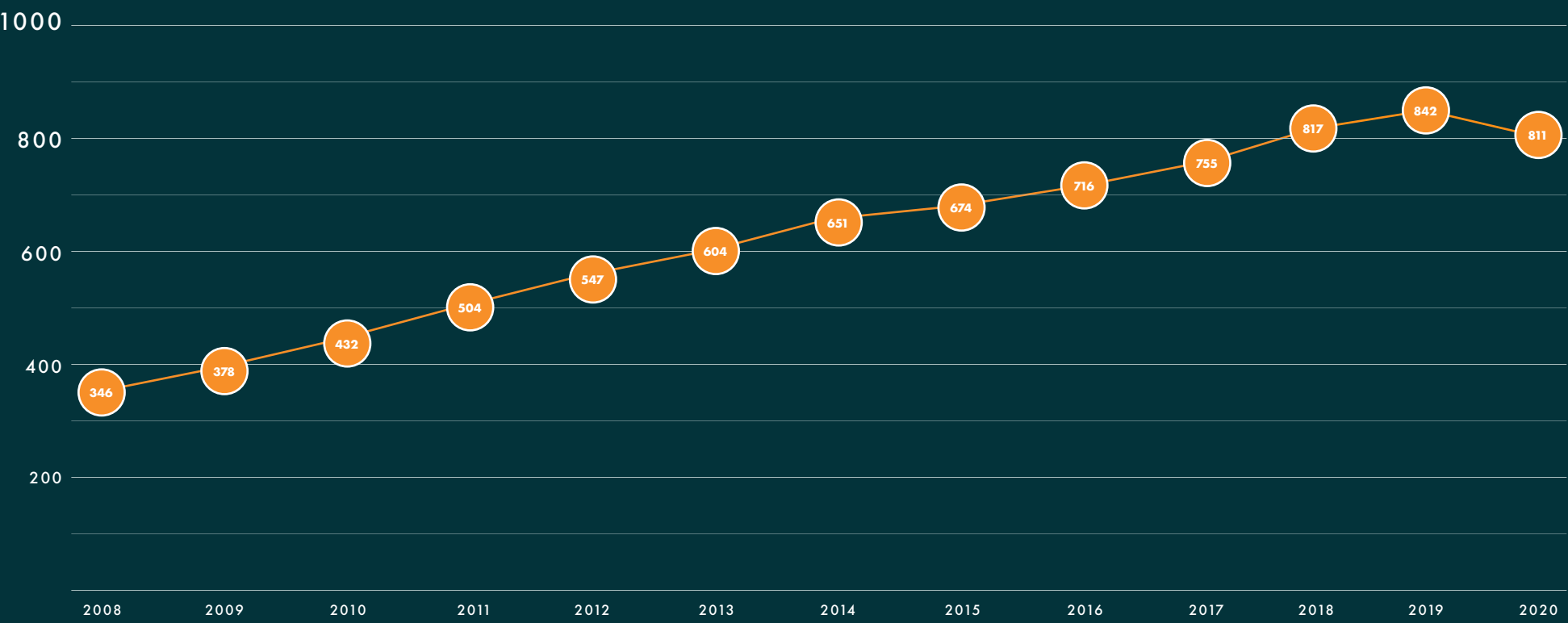
59 
NEW MEMBERS
IN 2019

WELCOME 2020 NEW MEMBERS

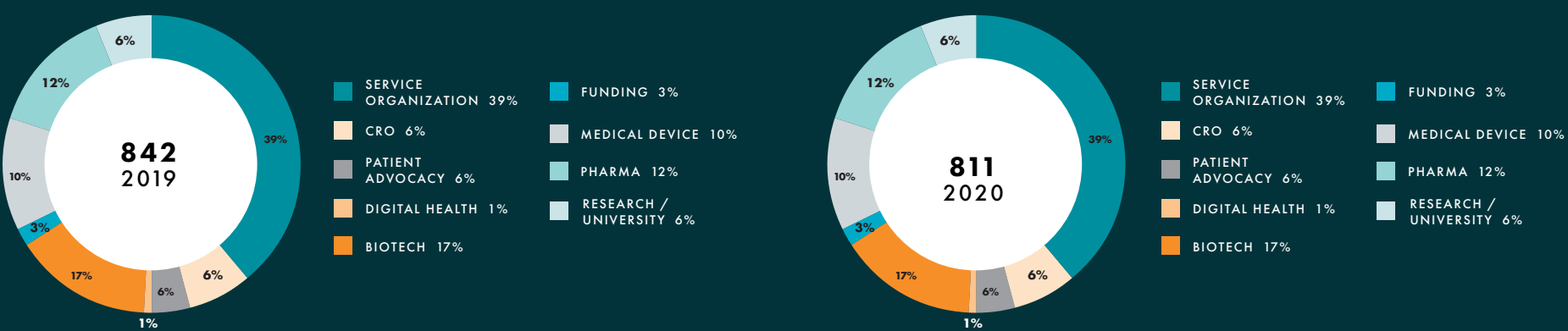
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MEMBERSHIP

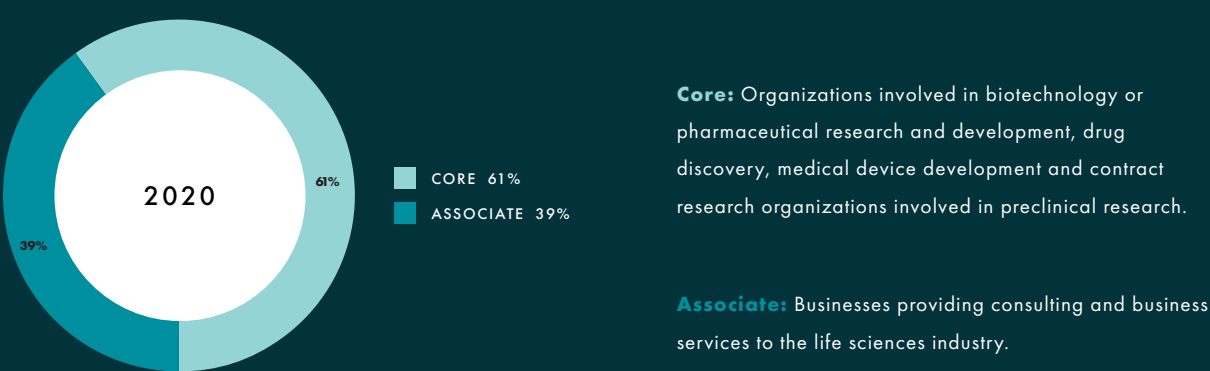
MEMBERSHIP GROWTH OVER TIME



MEMBERSHIP BY SECTOR



CORE & ASSOCIATE MEMBERS



DIAMOND MEMBERS



LEADERSHIP MEMBERS

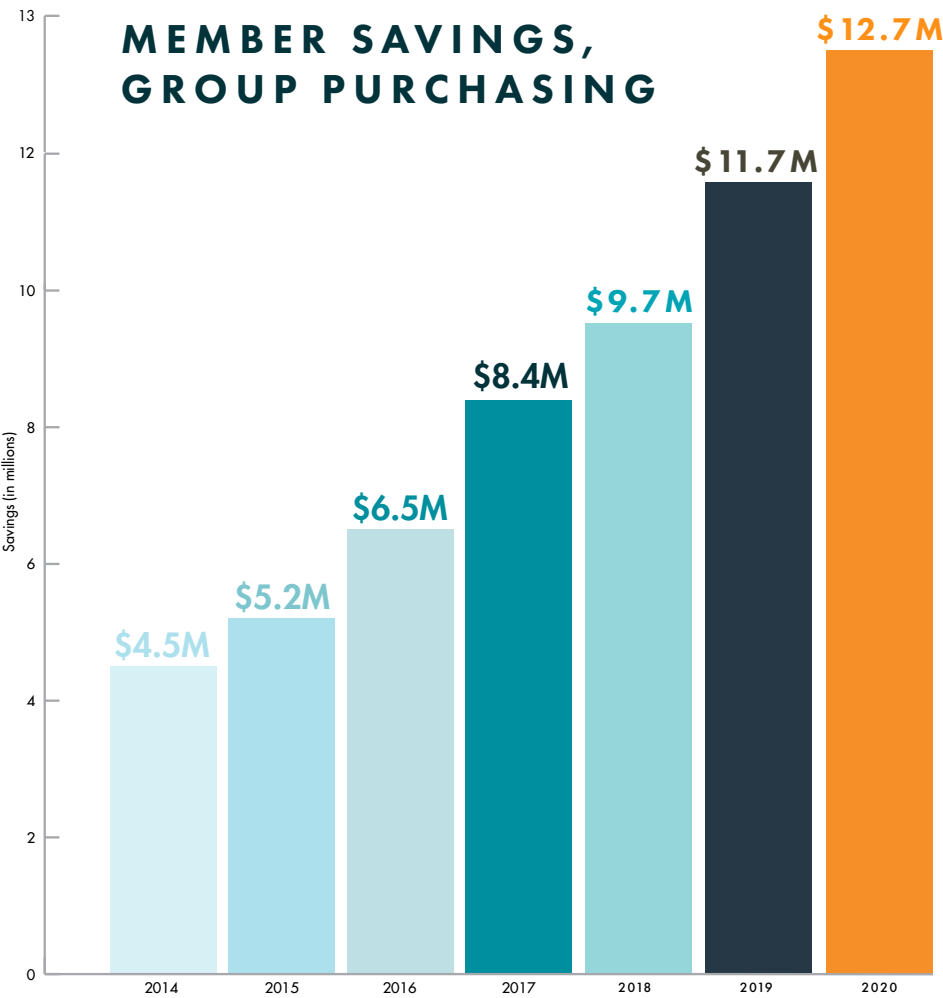
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SAVING MILLIONS FOR MEMBERS

To best support our Members, Life Sciences PA consistently evaluates the services and offerings that are most beneficial. Life Sciences PA's S.A.V.E. (Savings, Access, Value and Ease) Program is a powerful group purchasing program offering discounts on products and services to Life Sciences PA Members. This program enables Members to grow and expand their current operations, while saving capital and resources. Life Sciences PA Members saved more than \$12.7 million in 2020 by utilizing the S.A.V.E. Program.
In mid-November, Life Sciences PA announced the addition of Veolia as a S.A.V.E. provider. Earlier in 2020, results from a Member survey identified a need for waste management and environmental compliance. To address this need, Life Sciences PA expanded the S.A.V.E. Program to include Veolia, an organization that provides environmental waste services through a network of 50 service centers and treatment, recovery and disposal facilities.
With our group of nine S.A.V.E. providers, Members can receive discounts on products and services ranging from office supplies and travel planning, to IT services and lab supplies. Below is information about our growing S.A.V.E. program and a list of our providers.



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