

Logan's List of Entrepreneurship Resources

By Logan Thrasher Collins

I'm compiling this list to help myself and others learn about the entrepreneurial landscape and find opportunities for funding. While experience is the best teacher, these resources may act as a foundation for exploring further avenues of learning. I should note that many (but not all) of these resources are aimed at academic researchers seeking to spin off companies based on new biotechnology inventions. The resources are listed in alphabetical order.

Academic Entrepreneurship How to Bring Your Scientific Discovery to a Successful Commercial Product: book aimed at educating academic entrepreneurs which details important topics like IP, funding, market research, and more. "The pathway to bringing laboratory discoveries to market is poorly understood and generally new to many academics. This book serves as an easy-to-read roadmap for translating technology to a product launch – guiding university faculty and graduate students on launching a start-up company".

Activate Fellowship: a 2-year fellowship program (full time) for scientists working on startups. Provides guidance on business development, networking, \$100K in funding for R&D, \$100K per year living stipend, and technical support. "Activate transforms scientists and engineers into founders, empowering them to reinvent the world by bringing their research to market. The two-year Activate Fellowship provides early-stage science entrepreneurs with funding, technical resources, and unparalleled support from a network of scientists, engineers, investors, commercial partners, and fellow entrepreneurs".

America's Seed Fund: official website of the U.S. government's SBIR (Small Business Innovation Research) and STTR (Small Business Technology Transfer) grants. Directs to many more specific resources on how to apply for these grants, what governmental agencies offer them, etc. "America's Seed Fund awards non-dilutive funding to develop your technology and chart a path toward commercialization. The federal government invests in your solution and gives you the freedom to run your business according to your vision".

NIH SEED: official website of the NIH's SBIR and STTR programs which offers resources on funding opportunities, how to apply, entrepreneurial training, etc. "SBIR and STTR grant funding opportunities offer small business entrepreneurs a chance to obtain non-dilutive funding for early-stage research and development. Applications are accepted three times a year... NIH advertises the availability of grant support through notices of funding opportunities (NOFOs), previously referred to as funding opportunity announcements (FOAs)... Researcher-initiated ideas are proposed via the SBIR and STTR Omnibus grant solicitations. These funding opportunities do not specify a topic,

though they link to identified topics of interest for each participating awarding component. Most small business applications to NIH are submitted to the Omnibus solicitations”.

Arch Grants: a source of up to \$100,000 of funding for St. Louis startup companies which is awarded through an annual startup competition. Improved access to an ecosystem of resources for business development is also provided to winners. “Through our unique and groundbreaking annual Startup Competition model, we provide up to \$100,000 in equity-free grants and access to an ecosystem of resources, helping early-stage startups grow and scale”.

WashU Venture Network Follow-on Investments: a funding program of up to \$150,000 for companies with ties to Washington University in St. Louis that are also previous Arch Grants winners. “The WashU Venture Network Follow-on Investments is a joint effort between WashU’s Skandalaris Center for Interdisciplinary Innovation and Entrepreneurship and the 'In St. Louis, For St. Louis' initiative. It will award up to \$150,000 each year to companies with WashU ties that previously have been awarded funding through Arch Grants, the local nonprofit that awards equity-free grants to startups”.

Emergent Ventures Grant: a philanthropic funding opportunity offered to highly motivated entrepreneurs (and others) with scalable project ideas for meaningfully improving society. Most awardees receive around \$10K-\$20K, but there are rumors that larger awards have been issued as well. Has a simple online application process centering on a 1500-word proposal. “Launched in 2018, Emergent Ventures is a low-overhead fellowship and grant program that supports entrepreneurs and brilliant minds with highly scalable, ‘zero to one’ ideas for meaningfully improving society. Mercatus Center faculty director Tyler Cowen administers the program”.

How to Build a Biotech: part of Celine Halioua’s blog where she provides educational writeups on a variety of topics for biotechnology entrepreneurship. “The Summer of 2019, I (Celine) gave a series of lectures to Longevity Fund’s Venture Fellows on the basics of building a biotechnology company. This is the write up of those lectures, with some additions by Laura Deming & myself (Celine)”.

Basics of Life Science Patents: great educational blog post by Celine Halioua providing an introduction to what one should know about IP protection for biotechnology. “There are three broad categories of patents: utility, plant, and design patents. Generally, biotech patents are utility patents, like the vast majority (>90%) of patents. Utility patents are enforceable for 20 years, beginning from date of earliest filing. This ticker starts when you file a provisional patent, despite the fact that the patent may not be granted for years after this filing”.

Venture Capital for Bio 101: excellent educational blog post by Laura Deming and Celine Halioua which explains the process, challenges, and strategies of seeking VC funding for biotechnology startups. “Venture capitalists are investors who specifically invest in high risk, high reward companies. Venture capitalists invest capital in your company in

exchange for equity, in the hope that the equity is worth significantly more in the future. This post will cover how to find and convince such a person to swap money for equity in your new company”.

How to Start a Life Science Company: A Comprehensive Guide for First-Time Entrepreneurs: a book which provides a helpful primer on important steps for forming, growing, and running life sciences companies. “This comprehensive guide takes first-time entrepreneurs through every step of founding a life science company. It covers all the business basics that we aren’t taught in science and engineering courses”.

Investopedia: an online encyclopedia with numerous detailed articles covering topics in business, entrepreneurship, and investing. “Investopedia was founded in 1999 with the mission of helping people improve their financial outcomes”.

Par Value of Stocks and Bonds Explained (Investopedia article): an article on Investopedia that discusses the concept of par value for stocks and bonds. “Par value, also known as nominal or original value, is the face value of a bond or the value of a stock certificate, as stated in the corporate charter. Par value is required for a bond or a fixed-income instrument and shows its maturity value and the dollar value of the coupon, or interest, payments due to the bondholder”.

LegalZoom: offers services to help handle the legal paperwork associated with starting and maintaining a business. “A tech company dedicated to making legal help accessible to all... launched 10 online services, focusing on estate planning, business formation, and intellectual property protection... easier, and less expensive way to get legal help... an independent network of attorneys so our customers could get personalized legal advice - without having to leave home”.

Business formation: offers packages for helping to incorporate businesses and work through the legal process of doing so. “Choose your business type... Answer a few questions... We’ll complete and file your paperwork”.

List of Biotechnology Companies to Watch: my own list of innovative biotechnology companies that are making an impact. Includes links to the company websites as well as key facts about each. May be useful for exploring landscapes of competitors and potential partners. “I created this list of organizations... to serve as a resource to help people learn about and keep track of key biotechnology companies. Some of these are emerging startups, some are established giants, and some provide useful services. Some notable nonprofit organizations are included as well”.

LongeVC Venture Fellowship Program: a remote 6-month program that guides ambitious graduate students and postdocs through learning about business strategy. “This program offers a unique opportunity to collaborate closely with our investment team,

assisting in evaluating potential investments, participating in company pitches, and developing strategic initiatives. Fellows will also have the chance to network with industry experts and gain exposure to cutting-edge fields such as drug discovery and development, computational and synthetic biology, and genomic medicine. This is a part-time, remote, 6-month paid fellowship, with the potential for extension based on performance and mutual interest”.

NSF I-Corps: a program from the U.S. government that helps guide small businesses and make them more successful. Teams can apply for the program and then will be taken through an intensive experiential learning program to develop their company. “Launched to support NSF's mission through experiential learning using the customer discovery process - allowing teams to quickly assess their inventions' market potential. I-Corps prepares scientists and engineers to extend their focus beyond the laboratory to increase the economic and societal impact of NSF-funded and other basic research projects”.

I-Corps hubs: a program wherein I-Corps provides local training at certain locations and in partnership with certain institutions to help new startup teams learn about entrepreneurship. “Bring together institutions of higher education within a distinct geographical region to collaborate and deliver a standardized curriculum. The curriculum explores the commercial potential of deep technologies with members of the scientific community and other interested parties in the Hub's region”.

I-Corps teams: the program that I-Corps uses to guide early startup teams through the process of developing their business. “Supports teams of scientists and engineers to explore the commercial potential of technologies developed in university laboratories through a standardized entrepreneurial training program”.

Petri: a Boston venture firm which provides mentorship, resources, and funding for biotechnology founders. “Petri is co-founded by a group of leaders who have deep experience building ideas into iconic companies, and academics who are driving foundational science in bioengineering. We believe the future of biotech lies in supporting the next-generation of founders who will lead us there. Petri surrounds founders with the support they need to build world-class teams, grow as leaders, develop intellectual property, find customers, and raise capital”.

Soma Capital: a non-traditional VC firm with a focus on disruptive technologies and highly driven founders, aims to be more founder friendly than other such firms. “Soma Capital invests in brilliant, fearless teams building Category Kings. We focus on software to automate the world, across any sector and geography that can touch billions of people and push humanity forward”.

Project 31: a non-dilutive pre-seed funding opportunity that Soma Capital offers to help kick off the beginnings of new startups. “An initiative by Soma Capital to empower today's pioneers with \$11,111, a vast network of mentors, and the infrastructure you need to materialize ambitions”.

Soma Fellows: a program that provides funding, mentorship, and network connections for driven entrepreneurs starting disruptive new tech companies. “Teams have the opportunity to receive \$100k to 1m in funding from Soma Capital at the most founder-friendly terms possible. Soma Cap has the firepower to keep supporting you across the full path to IPO and the early stages are just the beginning for us... The program spans several weeks, offering sessions that guide you through the early stages of your entrepreneurial journey and help you build a foundation for scaling lasting companies. The Soma team, leveraging years of experience with top companies of our generation, will become your closest allies in establishing your company's core and creating a product that impacts billions. The program culminates in a demo day, where founders showcase their products to potential customers, investors, and the community”.

So You Want to Start a Biotech Company: an article published in Nature Biotechnology which provides an overview of some of the key steps, challenges, and strategies needed for starting a biotechnology company. “Commercializing research is fraught with pitfalls, but a thoughtful checklist can ensure you set off on the right path and give your fledgling business the best chance of success”.

Trailblazer List: a resource which lists a variety of highly impactful companies across different fields. May be useful for exploring landscapes of competitors and potential partners. “There are endless meaningful problems. Join a team building the future. Make science-fiction real. Explore something different. Discover deep-tech companies”.

50 Biotech Seed & Angel Investors to Check Out in 2024: an article listing 50 groups/organizations that invest in early-stage biotechnology companies and providing some information about each. “In this blog post, we'll explore the landscape of biotech seed and angel investors in 2024, highlighting key players who are shaping the future of this dynamic industry”.

100 Plus Capital: an investment group that focuses on funding companies that could improve human longevity. “100 Plus Capital invests in companies positively impacting human longevity. This can be directly targeted (for example, anti-aging companies) or broader reaching (clean food and water companies). If you are working on extending human healthspan, we are interested in hearing your ideas”.

1517 Fund: a venture capital group that provides very early-stage funding to highly motivated and rebellious outside-the-box entrepreneurs, particularly young dropouts and sci-fi scientists working at the cutting edge of technology. “1517 is a venture capital fund and community supporting college dropouts solving hard problems and deep tech scientists with investment at the earliest stages of their companies. Founded by the cofounders of the Thiel Fellowship, it supports founders across software, hardware, and

deep tech verticals and also provides a community to hackers, makers, and scientists from across the world”.

6 Steps to Incorporating Your Business: a simple webpage published by the U.S. Chamber of Commerce that provides an overview of the business incorporation process and options. “If you are considering incorporating your business, it simply means you are creating an entity that is legally separate from you. A corporation can own property and sign contracts, it can be sold and carry on without your involvement, and, if it goes bankrupt, you are not held personally liable. While every state handles the process a bit differently, there are six basic steps you should keep in mind”.