



REGIONAL ECONOMIC XCELLERATION
ONE REGION. 15 TOWNS. UNLIMITED POTENTIAL.

A Snapshot of the Growing Bio & Tech Sectors in South Central Connecticut

North Haven Economic Development Commission

October 22, 2015

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Purpose

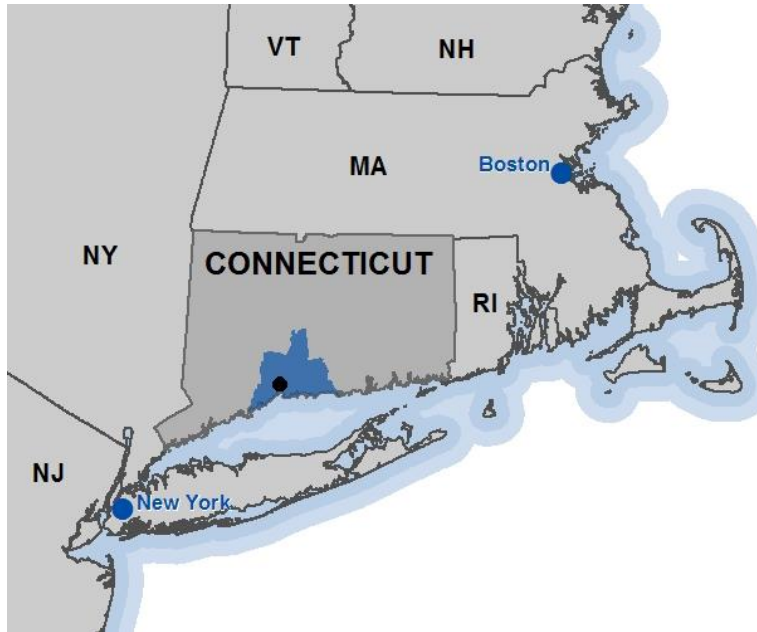
- REX Development is the organization recognized by the **U.S. Economic Development Agency** for the creation, implementation and annual update of the South Central Connecticut Comprehensive Economic Development Strategy (CEDS)
- In combination with the national economic recovery, our region has seen dramatic improvement since 2013
- Working with both public and private entities to implement the CEDS, REX is in the unique position to represent the interests of all stakeholders





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Map of South Central Connecticut Region



- Bethany
- Branford
- East Haven
- Guilford
- Hamden
- Madison
- Meriden
- Milford
- New Haven
- North Haven
- North Branford
- Orange
- Wallingford
- West Haven
- Woodbridge



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Snapshot of North Haven & South Central Region

	North Haven 2010	North Haven 2013	Region 2010	Region 2013
Population	24,093	23,909	570,001	570,574
Households	9,135	8,789	222,620	219,188
Per Capita Income	\$38,286	\$38,975	\$32,849	\$33,732
Household Income	\$85,388	\$86,250	\$64,653	\$65,629
Median Age	45.5	47	39.0	39.1

Source: US Census Bureau



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Synopsis of 2013 CEDS

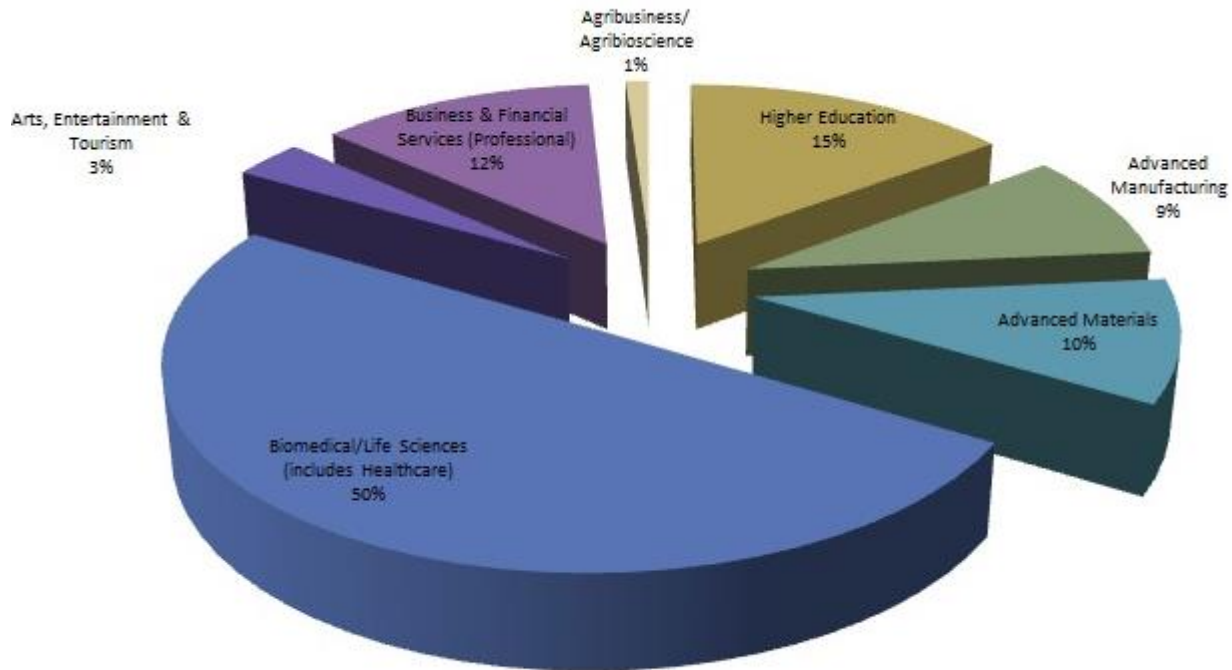
- Created a focus in 6 areas with 29 objectives that are continually worked on by the public and private sectors
 - Regional Marketing & Communication
 - Infrastructure
 - Business Development & Retention
 - Workforce Enhancement & Housing
 - Real Estate, Land Use and Sustainability
 - Funding and Implementation





Employment Data by Cluster for the Region

Individual Clusters as Share of Cluster Employment





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Growing Regional Tech Companies

- Clarity Software
- Continuity
- Core Informatics
- Device 42
- Digital Surgeons
- Grey Wall Software
- MEA Mobile
- Precipio Diagnostics
- Prometheus Research
- Proton Onsite
- SeeClickFix
- Square 9 Softworks
- Technolutions



Regus Co-working Space



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Preparing the Workforce for the Web Development

- Business community expressed need for additional coders
- REX, the City of New Haven and Gateway Community College collaborated to develop a new certificate program
- The Web Development Certificate Program is starting orientation sessions on October 29th.

Web Development Certificate

Software Development for Commercial Websites:
 Learn to code in PHP, MySQL, jQuery, HTML5 and CSS3

NEW! Get the practical knowledge you need to achieve your professional goals.

Program Description
 This 26 week, professional certification program is designed to teach 'in demand' web development skills including PHP, MySQL, jQuery, HTML5 and CSS3. Training is concentrated into a total of 400+ hours of study, including 200+ hours with instructor and 200+ hours of faculty assigned web based 'homework'.
 The non-credit Web Development Certificate program is an ideal professional development option for those seeking a career change or retraining as a software developer or entrepreneur. Students in this program are required to participate in an internship and to create a published Web Portfolio.

Payment Information
 Cost: \$ 3500

Admission Requirements
 GED or High School Diploma
 Prospective students will demonstrate competency in computer literacy, math, logic and reasoning.

Graduates will have the skills to:

- ✓ Develop, debug and maintain code on commercial websites
- ✓ Design, query and optimize relational databases
- ✓ Utilize version control systems and cloud computing resources

Job Description
 Multiple employment or career outcomes are possible, ranging from building websites, testing website installations or maintaining websites.

Employment Outlook
 2022 employment forecasts indicate there will be a 22% growth for software computer programmers.
 Salary Expectations - \$30K+ for an entry level software developer.

Program Schedule - LIMITED SEATS AVAILABLE
 Days: Tuesday & Thursday, November 2015 - June 2016
 Time: 5:30 PM - 9:30 PM - Room: N103
 Instructor: Colin Ryan

**SIGN UP FOR AN ORIENTATION
 CALL TODAY (203) 285- 2300**

All potential students must attend an orientation and assessment session to be considered for this program. Please call to register for one of the following dates:

DATE	TIME	ROOM
Thursday, October 29	5:30 PM - 7:30 PM	N103
Wednesday, November 4	5:30 PM - 7:30 PM	N103
Thursday, November 5	5:30 PM - 7:30 PM	N103

For more information
 Joe Ogle
 The GREAT Center at Gateway
 (203) 285-2300
 jogle@gatewayct.edu

Fall 2015



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Usha Pillai, PhD, PMP, MS (Management)

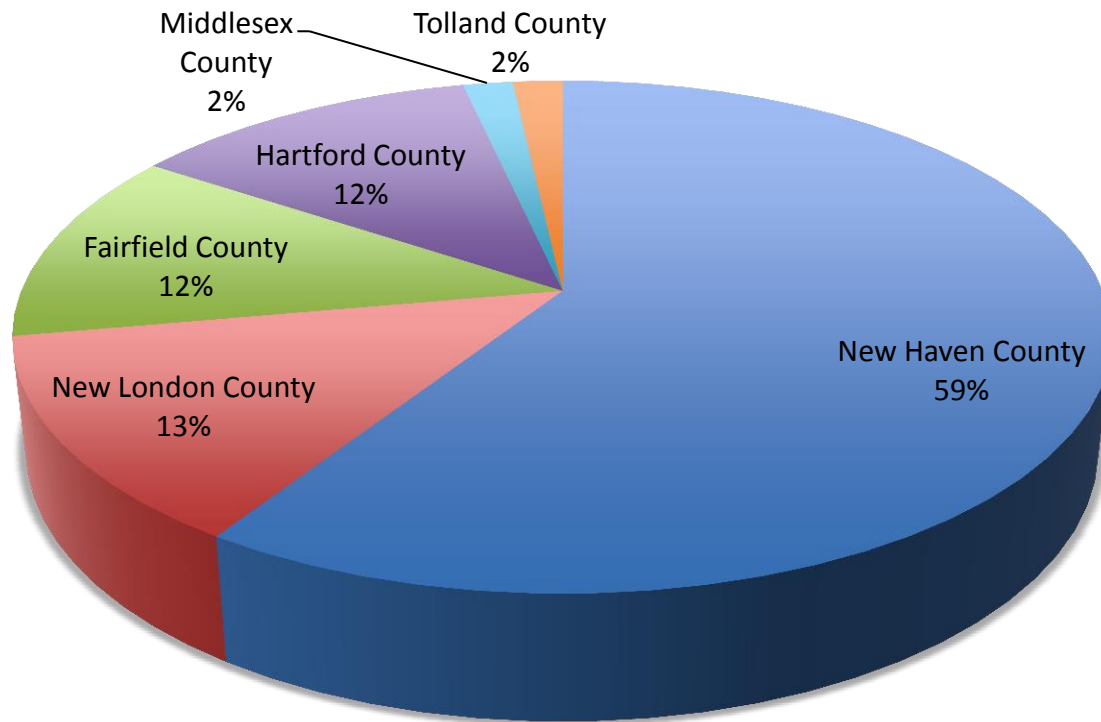
Dr. Usha Pillai has over 16 years of experience as a leader and a scientific professional in the pharmaceutical industry. The diversity of her professional background can be best defined as multi-dimensional with experiences ranging from drug discovery and development to international public health (malaria and HIV).

In her scientific role, Usha's team supported several discovery and development programs, three of which were approved by the FDA. She was the lead scientist responsible for developing and implementing a unique strategy for the User Safety package for Revolution[®], which was accepted by the FDA, EMEA and TGA (Australian FDA). She was recognized for her contribution to this program and was presented with the Pfizer Achievement Award. She has published over 40 research articles and presentations.

Usha, a certified Project Management Professional (PMP), has a Bachelor's degree in Pharmacy from the Bombay College of Pharmacy in Bombay, India; an Executive Masters in Technology Management from Rensselaer Polytechnic Institute in Hartford, CT; and a PhD in Pharmaceutical Sciences from the University of Louisiana at Monroe, LA. She also trained as a post-doctoral fellow at the University of Arizona, Tucson, AZ. She is the Chairperson for Leading Women Connecticut Advisory Board and a board member of Tipping A Nation, a non-profit organization.

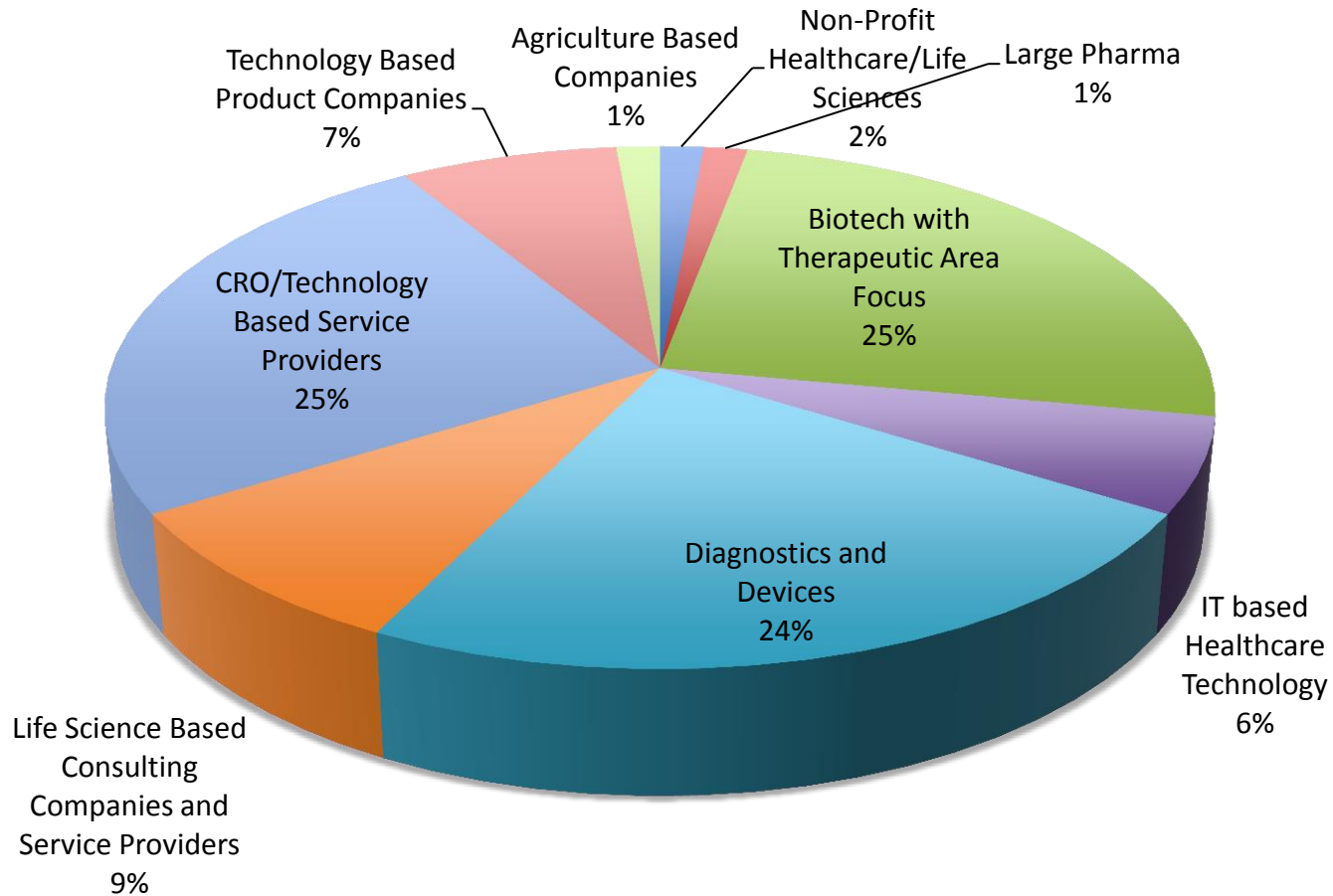


CT Bioscience Companies by County





Bioscience Companies in New Haven County - 2015





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- In 2014 FierceBiotech ranked New Haven as the 13th best city for biotech venture funding in the country
- Local healthcare and pharmaceutical firms, combined with the Yale Medical School and Yale-New Haven Hospital, account for 16 percent of jobs in New Haven County – J. R. Reed, Yale Daily News, April 2014
- According to MoneyTree report in mid 2015, a joint effort of PricewaterhouseCoopers and the National Venture Capital Association (NVCA), data from Thomson Reuters shows 15 Connecticut companies received funding during the April-to-June period – Hartford Courant
- Recent Venture Investments – Aug 2015
 - Koltan Pharmaceuticals - \$60M; Oncology
 - Melinta Therapeutics - \$67M; Antibiotics



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FierceBiotech names Arvinas as one of its
"Fierce 15" Biotech Companies of 2015

September 30, 2015

New Haven Biotech Startup Arvinas Inks Deal
With Genentech

October 2015



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Collaboration, M&A, Licensing

Janssen will test
Achillion's Hepatitis C
products

Arvinas announces
strategic R&D
collaboration with Merck

Eisai and Purdue
Pharma collaborate on
insomnia drug

Investment News

\$10 Million investment
in CT PITCH program
announced

\$17.5M venture
investment for Core
Informatics

Melinta Therapeutics
announces \$67M
Series 4 financing

News & Events

New Haven Pharma
wins FDA approval for
Durlaza

Yale researcher
studies idiopathic
pulmonary fibrosis

Cara announces
positive results from
P2 trials



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Sample of Current Biotech Companies in Greater New Haven

- Achillion
- Alexion
- Ancera
- Applivate
- Arvinas
- Axerion Therapeutics
- Azitra
- BioArray Therapeutics
- Core Informatics
- Durata
- IsoPlexis
- Kolltan
- Medtronics
- Melinta
- Mt. Sinai
- New England Partners
- New Haven Pharmaceuticals
- Protein Science
- TummyZen
- Wellinks



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Preparing the Workforce for the Biotech Sector

This summer Dr. Mary Papazian and New Haven Mayor Toni Harp signed a Memorandum of Understanding to create a Bioscience Career Ladder at Southern Connecticut State University.

This agreement coincides with the opening of the new Academic Science and Laboratory at SCSU.



Academic Science and Laboratory Building
SCSU



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Thank You!

We sincerely appreciate your time and guidance in implementing our regional economic development strategy.

Please contact us at any time with questions, suggestions or concerns that you may have.