



NEW INSTRUCTOR

CREATING A BIOTECHNOLOGY ENTERPRISE

410.646.71 CREATING A BIOTECHNOLOGY ENTERPRISE

Cost: \$2,715

Instructor: Kenneth Carter

Thursday 6:15-9:15 pm; September 10–December 17

This course provides a foundation to start or help grow a young biotechnology company from inception through early growth. Topics addressed shall include market assessment of innovative technology, patents and licensing, corporate law, preparing a business plan, raising money from angels and venture capitalists, government grants, strategic alliances, sales and marketing, real estate, human resources, and regulatory affairs. The course provides a survey and overview of the key tasks and challenges typically faced by biotech entrepreneurs, their management team, and directors. Students will prepare a business plan for a biotech start-up and present the plan to a panel of industry experts and financiers. Leaders from our local bioscience community will be guest lecturers for many of the classes.

About Kenneth C. Carter, Ph.D.

Dr. Carter is the Senior Vice President for Strategic Partnerships for Avalon Pharmaceuticals, a wholly owned subsidiary of Clinical Data, Inc., who acquired the Company in May of 2009.

As a co-founder and CEO of Avalon, Dr. Carter oversaw Avalon's rapid growth as a drug discovery and development company with a pipeline of first-in-class cancer drug programs. After opening its doors in January 2000, the Company established drug discovery programs in colon, breast, pancreatic and hematological cancers; garnered partnerships with Merck, Novartis, Sanofi-Aventis and AstraZeneca/MedImmune; completed an IPO in 2004; and merged with Clinical Data, Inc. in 2009. Prior to co-founding Avalon, Dr. Carter was at Human Genome Sciences, Inc., where he directed the company's gene mapping initiative. In this capacity, he played a role in the discovery, cloning, and chromosomal mapping of dozens of novel human genes. Dr. Carter has also been involved in the formation and early stage development of several other companies as a co-founder, consultant, or member of the board of the directors. He has also served on the boards of directors for several biotechnology industry organizations including the recent the Maryland Health Care Product Development Corporation; the National BIO Industry Organization; and the Governor's Life Sciences Advisory Board that crafted the BioMaryland 2020 initiative.

Dr. Carter has more than 50 published scientific articles and multiple patents.

For questions about the course or how to register contact:

Dr. Lynn Johnson Langer

Senior Associate Program Chair

301-294-7063

ljlander@jhu.edu

or visit our website to register online

advanced.jhu.edu/registration