Mission

- Provide nanoparticles to researchers.
- Apply nanotechnology to cancer therapy.
Company History

- Incorporated in 1990.
- Used Small Business Development Center (Business Plan)
- Started in Center for Biotechnology (Stony Brook campus) basement of Life Sci. bldg.
- Products in first year
- Long Island High Technology Incubator (Stony Brook campus)
- 2000 - Relocated to Horseblock Rd.
- Expanded 3,000 to 6,000 sq. ft. 2005
Company History

• 16 employees.
• 30 worldwide distributors, sell direct, also through Sigma-Aldrich
• 25 Patents
• Income
  – Sales
  – SBIR and STTR grants
  – licensed breast cancer test to Roche.
Financing

• Startup $50-100K, 2\textsuperscript{nd} mortgage, savings
  – Rent, personnel (2), equipment, supplies, Legal, accountant
• SBIR grants critical
• Almost breakeven operating costs after 1.5 yr.
• No further venture/investors as of yet
• S corp to C corp
• Currently breaking ~even every month
  – Not a “non-profit”, but a “No-profit” business
  – Nevertheless, allows us to conduct research:
    • New product development
    • Cancer research
• Profits go toward research/product development
Personal History

• Electrical Engineering. Princeton U.
• PhD Chemistry, Biochem, U. of Texas, Austin
• Postdoc U. of Chicago
• BNL Scientist in Biology Dept. 32 yrs.
• After 16 yrs, started Nanoprobes
• 2 employees:
  • Admin, phone, bookkeeping, taking orders, shipping, customer service, payroll
  • Scientist: make products, do research, apply grants
• Was not paid at Nanoprobes for 12 yrs. (7 employees)
• ~half time (51%) for 4 years
• Then full time
### SBIR and STTR Grants

<table>
<thead>
<tr>
<th>Agency – Institute / Center</th>
<th>Phase 1</th>
<th>Phase 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>DOE – Department of Energy</td>
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<tr>
<td>NIH – National Cancer Institute (SBIR)</td>
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<tr>
<td>NIH – National Cancer Institute (STTR)</td>
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<td>NIH – National Institute of General Medical Sciences (SBIR)</td>
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<tr>
<td>NIH – National Human Genome Research Institute (SBIR)</td>
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<tr>
<td>NIH – National Center for Research Resources (SBIR)</td>
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<tr>
<td>NIH – National Heart, Lung, and Blood Institute (SBIR)</td>
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<tr>
<td>NIH – National Institute of Diabetes and Digestive and Kidney Diseases (SBIR)</td>
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<tr>
<td>NSF – National Science Foundation (SBIR)</td>
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<td><strong>Total</strong></td>
<td><strong>29</strong></td>
<td><strong>10</strong></td>
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</tbody>
</table>

Fast-Track (combined Phase 1 and 2): 4

$10 million raised from SBIR and STTR grants from NIH, NSF and DOE
Grant writing tips (NIH)

• Grading (1-10, bullets, strengths, weaknesses)
• 1 major point voted on:
  • IMPACT
• 5 Sub points
  1. Significance (SBIR- need a product)
  2. Innovation (NOVEL)
  3. Approach (BACKUP PLANS)
  4. Personnel
  5. Facilities

Publications help!
Contact Information

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