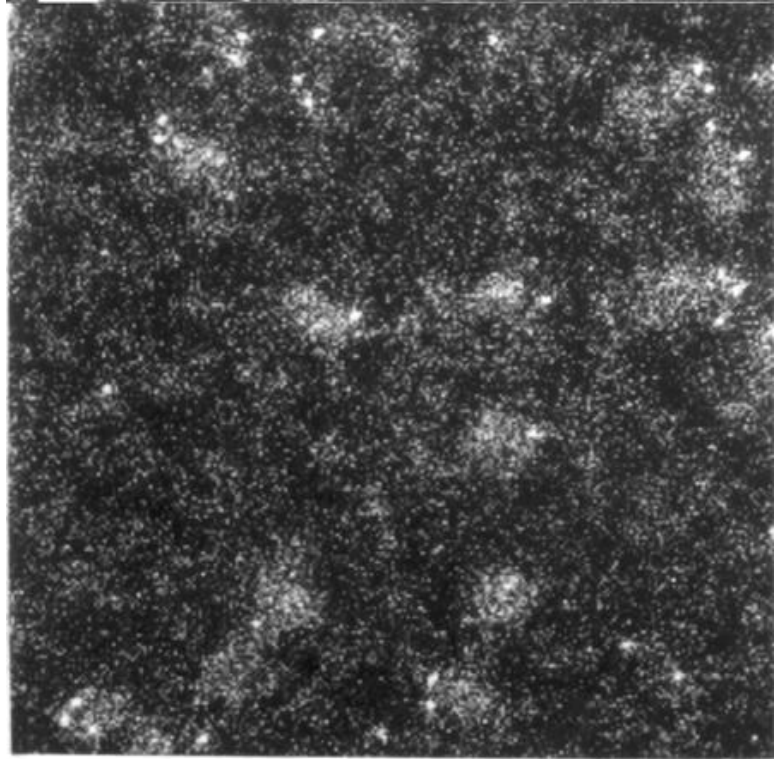
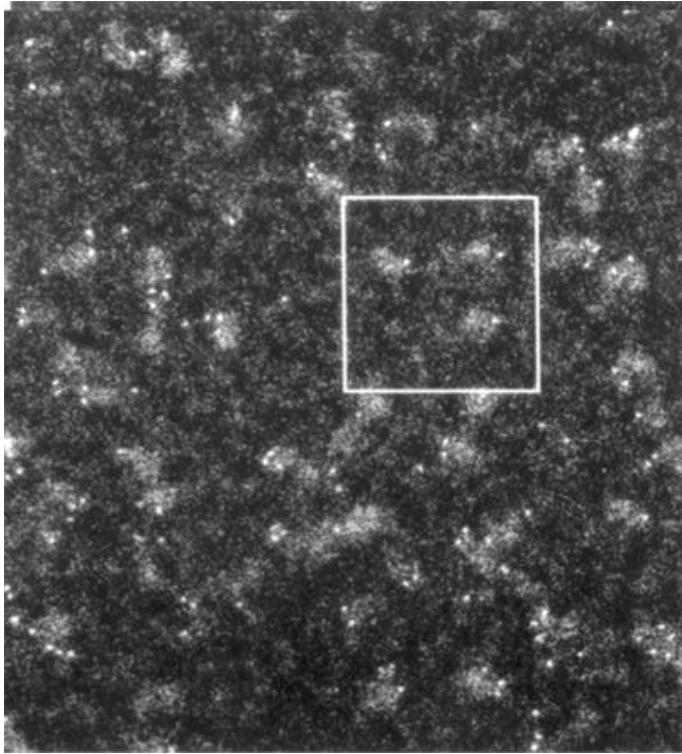


Nanoprobes

James F. Hainfeld, Ph.D. CEO

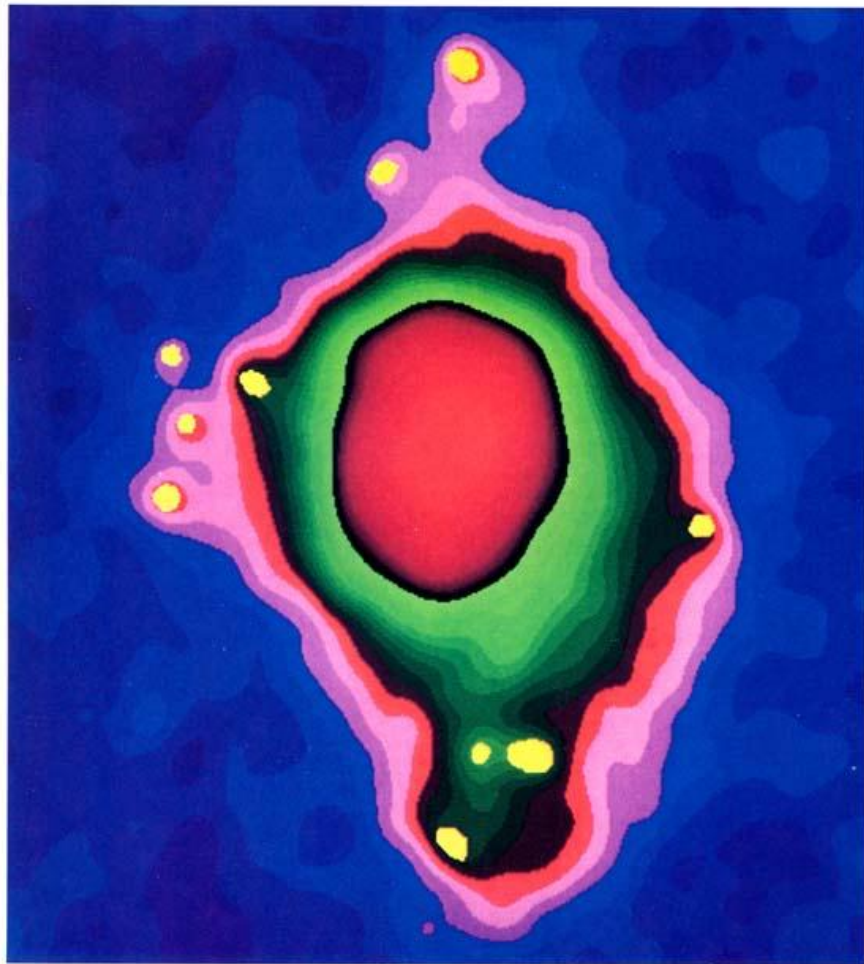


AMERICAN
ASSOCIATION FOR THE
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\$2.50



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, 2nd 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

<i>Agency – Institute / Center</i>	<i>Phase 1</i>	<i>Phase 2</i>
DOE – Department of Energy	1	
NIH – National Cancer Institute (SBIR)	10	1
NIH – National Cancer Institute (STTR)	1	1
NIH – National Institute of General Medical Sciences (SBIR)	9	7
NIH – National Human Genome Research Institute (SBIR)	1	
NIH – National Center for Research Resources (SBIR)	1	
NIH – National Heart, Lung, and Blood Institute (SBIR)	1	1
NIH – National Institute of Diabetes and Digestive and Kidney Diseases (SBIR)	1	
NSF – National Science Foundation (SBIR)	4	
Total	29	10

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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