

**Dr. David J. Ramsay**  
**President**  
**University of Maryland, Baltimore**

**Information about the person making the nomination**

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**Information about the nominee**

This is a nomination for the President's Award.

David J. Ramsay, DM, DPhil  
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As president of the University of Maryland, Baltimore, Dr. Ramsay directs Maryland's leading public professional schools of Medicine, Pharmacy, Dentistry, Nursing, Law, Social Work, and an interdisciplinary Graduate School in Life Sciences. UMB trains the majority of the State's health practitioners and a plurality of its attorneys and biomedical researchers.

Under his leadership, UMB has greatly expanded biomedical research and technology transfer at UMB. Since he became UMB's President in 1994, research has grown by over 500%, reaching \$411 million in 2007. UMB is particularly strong in infectious diseases, cancer, diabetes, and neurological disorders. It now ranks among the top ten public academic health centers in the country. Dr. Ramsay is fully committed to translational research and technology transfer. In the past three years, UMB has completed 64 technology transfer licenses with biotech and pharmaceutical companies located in Maryland and around the world.

In addition to his success in achieving the overall mission of UMB, Dr. Ramsay's passion is the driving force behind the UMB BioPark. His vision is that by coalescing the best academic and industry biomedical researchers the BioPark will bring new therapeutics and diagnostics to the market. Launched only five years ago in January 2003, the BioPark has brought the following to one of the poorer neighborhoods in Baltimore City:

- 340,000 square feet of biotech research space
- \$110 million in capital investment)
- 200 biotech jobs

In 2008, construction will begin on another 300,000 square feet of research space and another 150 biotech jobs will be added to the BioPark. When it's completed, the BioPark will be a thriving biotech research community with over 1.2 million square feet of research space and 2,500 biotech researchers. Private biotech companies will occupy approximately 70% of the space. Already, the BioPark is now home to some of the region's most exciting biotech companies and research centers:

- **SNBL Clinical Pharmacology Center, Inc.** is the US-subsiary of Japan's largest pharmaceutical contract research organization.
- **Alba Therapeutics Corp.**, co-founded by UMB faculty, is the biotech company with the largest Series A venture capital round ever conducted in Baltimore. Alba Therapeutics is developing drugs to treat Celiac Disease and Type 1 Diabetes.
- **FASgen**, co-founded by JHU faculty, is developing drugs to treat cancer, obesity, and diabetes.
- **Gliknik**, co-founded by UMB faculty, is developing a therapeutic cancer vaccine.
- **Paragon Bioservices**, founded by a graduate of the University of Maryland, is a cell culture-based contract production and research corporation that is moving into building two of the BioPark in 2008.
- The **Center of Vascular and Inflammatory Diseases**, formerly the American Red Cross Holland Labs and the largest faculty recruitment in UMB history, occupies 42,000 square feet of Building One.
- The **Institute of Genome Sciences** is led by Dr. Claire Fraser-Liggett, who is the former director of The Institute for Genomic Research (TIGR). This 100-person Institute is occupying 54,000 square feet in Building Two.

In addition to creating the environment that made these accomplishments possible, Dr. Ramsay also is personally involved in very specific opportunities. The recruitment of SNBL is a striking example of Dr. Ramsay's commitment to Baltimore's biotech community. Dr. Ramsay has been traveling on business to Japan for over 20 years. In that time, he has established strong, personal relationships with the senior management of Japan's leading life sciences companies. One of those companies is SNBL, which is a publicly traded company with 2,000 employees in Asia, Europe, and the United States. SNBL is the dominant pre-clinical and clinical contract research organization in Japan. Dr. Ramsay sought out SNBL, struck a relationship with its chairman, and in 1999, UMB and SNBL formed a joint venture focusing on conducting coordinated clinical

trials in Japan and the United States. The joint venture established a small office in Baltimore and began marketing itself.

Dr. Ramsay involved SNBL's chairman in the earliest discussions of the BioPark. After nearly a year of listening to Dr. Ramsay's enthusiastic plans, SNBL's chairman committed to the largest new capital investment by a Japanese company in 20 years. SNBL **purchased** a 42,000 square foot condominium in building one, built the most modern Phase One I clinical trial facility in the Mid Atlantic region, and now employs 50 people. SNBL is also collaborating closely with UMB to bring new therapeutics to the market.

The development of Alba is another excellent example of Dr. Ramsay's commitment to collaborating with companies. Dr. Alessio Fasano, the scientific co-founder of Alba Therapeutics, was a promising young faculty member with interesting ideas in 1994. However, having recently arrived in the U.S. from Italy, he did not know many U.S. companies. Dr. Ramsay took a personal interest in Dr. Fasano:

- Dr. Ramsay introduced Dr. Fasano to Alza Corporation, a California-based company that Dr. Ramsay knew from his time at UCSF. As a result, Alza funded Dr. Fasano's research for three critical years.
- UMB invested \$500,000 in patent protection for Alessio's technology, which represented close to 30% of UMB's entire patent budget for these years.
- Dr. Ramsay assisted in recruiting Blake Paterson to become CEO of Alba.

Furthermore, Dr. Ramsay consistently supported Dr. Fasano as he juggled his entrepreneurial activities with his primary priorities of teaching students, treating patients, and conducting translational research. Throughout his tenure at UMB, Dr. Ramsay has excelled at creating a healthy academic environment that embraces working with biotech companies to improve healthcare.

GREATER BALTIMORE  COMMITTEE

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**The Second Annual Greater Baltimore Region Bioscience Awards**  
March 14, 2007

**Nomination Form**

To nominate a company or person, provide the information below and mail or email it to Nancy Marks at [nancym@GBC.org](mailto:nancym@GBC.org) or to Nancy Marks, c/o Greater Baltimore Committee, 111 South Calvert St., Suite 1700, Baltimore, 21202.

Self nominations are encouraged as are nominations in more than one category. Nomination forms must be accompanied by supporting documentation to be considered. **NOMINATIONS ARE DUE TO THE GBC BY CLOSE OF BUSINESS ON TUESDAY, MARCH 6, 2007.**

**NOMINATION INFORMATION**

- **Information about the person making the nomination**
  - Robbie Melton
  - TEDCO
  - 5565 Sterrett Place, Suite 240, Columbia
  - [rmelton@marylandtedco.org](mailto:rmelton@marylandtedco.org)
  - 410-715-4164
  - Client
  
- **Information about the nominee**
  - This is a nomination for:
    - \* Entrepreneurship Award
  - Shira Kramer, Ph.D.
  - Sterilex Corporation, 11409 Cronhill Drive, Suite L, Owings Mills, MD 21117
  - 410-581-8860
  - [shira@sterilex.com](mailto:shira@sterilex.com)
  
- **Please address the criteria for the award for which you are nominating the company, institution or individual**

**1. Entrepreneurship Award –**

**Goals reached through perseverance**

Sterilex has faced significant regulatory obstacles which required 10 years of persistent work with the EPA. Sterilex was advised, in 1995, that the EPA had never heard of “biofilm claims”, and did not have a mechanism in place to grant biofilm claims. However, the EPA decided that any claims relating to biofilm were “pesticidal”, and required EPA registration (i.e., we must register the claims, but there is no way to do so). Shira Kramer led the company through the EPA registration process. She diligently worked with EPA in setting up regulatory policy and standard setting for anti-biofilm disinfectants used in infection control and industrial applications. Getting Sterilex products through the EPA registration process was no easy task. Sterilex Corp. received its EPA registrations for biocides for water treatment and industrial biodecontamination. It took ten years to achieve public health use-site biofilm claims, and Sterilex is the only company in the country with both industrial and public-health use-site claims.

While Dr. Kramer was pursuing EPA registrations for its products, Sterilex achieved much recognition for its product. Sterilex was the first company to be awarded the American Dental Association Seal of Acceptance for its product, Sterilex Ultra for Dental Unit Waterlines. Sterilex was awarded the “Bio Product of the Year Award for 2004 by the Technology Council of Maryland. Dr. Kramer led the company in its product expansion into the food processing market. Sterilex sells a line of specialty products that target the contamination trapped in biofilms, which causes food poisoning, product recalls, and equipment failure. Sterilex products have been mandated in Tyson Fresh Meats Midwestern division plants.

Besides industrial products, Shira’s leadership has driven the company to another expansion for their technology – to treat human infections. They were invited by the Gates foundation to submit an application for funding.

The corporate culture at Sterilex encourages innovation and participation at every level. Sterilex continues to create new technology to address the factors related to microbial resistance. Sterilex’s technology has a number of vertical markets in which to develop products. It is through Shira’s keen business sense that has led Sterilex’s product expansion with limited resources. With so many potential opportunities available, Shira kept the company focused. Too many companies have failed because they were going after each and every customer request. Sterilex hired the right staff to help keep the company focused during this critical time.

### **A company orientation toward greater risk-taking behavior:**

Sterilex was the first company to introduce products specifically focused on biofilm in the control of microbial contamination. Although well recognized in academic settings, it was necessary to educate customers in diverse industries about the natural habitat for microorganisms, and how this habitat leads to microbial resistance. Dr. Kramer efforts have led to a change in fundamental practices in certain key customers (including one of the major meat processing companies in the US).

Although a very small company with limited resources, through Shira’s leadership, Sterilex does not hesitate to compete with very large, established companies. This has led to relationships with certain competitors which have the potential to grow into broader distribution agreements.

**High utilization of a new system, products, or best practices in achieving results:**

Shira Kramer retained a consultant to implement a product development and R & D best practices system called “STEPPS” (Sterilex Project and Pipeline Management System).

Shira Kramer has also been instrumental in teaching and promoting the use of different microbiological methods (i.e. biofilm efficacy testing) in the evaluation of antimicrobial efficacy of commercial products. Shira Kramer wrote Interim Guidance Documents for the Evaluation of Biofilm Claims for the EPA.

A. Evidence of entrepreneurial leadership to achieve company goals:

Shira Kramer has overseen and led Sterilex in all significant phases of development, including development of IP, product development, funding, identification of markets, regulatory approvals, and sales and marketing strategy. She is currently focused on building a business development/sales and marketing capability.

B. Commitment to the Greater Baltimore region and/or business community:

Shira Kramer is active in Women I Bio, and serves on its Board of Directors. She is a member of the Greater Baltimore Technology Council, and is a member of the GBTC Bio Roundtable. She is on the Board of Directors of the Organization for Safety and Asepsis Procedures Foundation, based in Annapolis, MD. She also serves on several committees of the Creative Alliance, an arts organization located near Patterson Park in Baltimore.