



I met the Enterprise Group for the first time three years ago on May 16<sup>th</sup>, 2007. At that time, I had an idea for my new company, but no facility, money or the connections I needed to move forward. This week, due to our success, TransPharm Preclinical Solutions was featured on ABC World News with Diane Sawyer.

Obviously, many factors contributed to our success, but it started with The Enterprise Group of Jackson, Inc. (EG). I remember thinking to myself, "Why are they so happy to meet me?" I wasn't aware that I would be the first life science related company to open its doors in Jackson. The EG listened and gave me many options. One of the most important connections they made for me was the introduction to Valerie Hoag, Managing Director of the 21<sup>st</sup> Century Jobs fund, with the Michigan Economic Development Corporation. A meeting was set and I was able to lay out my plan with Valerie and The EG. The end result of the meeting was a \$400,000 loan from the Company Formation and Growth Fund. This was a program set up in response to Pfizer Global Research and Development closing its Ann Arbor facility, where I worked for 10 years. The EG also helped guide me to appreciate our local politicians along the way. One of them is Congressman Mark Schauer. I honestly didn't care much about politics until I started TransPharm. What I soon learned is whether you care or not, politics affects all of us in some manner. Mark really took the time to push our story to those that needed to hear it. This was critical for us to get the state loan we needed. The other local support came directly from Comerica. They did for me what no one else could. This came in the form of a personal loan to do the renovations on the building I moved into. I told my story to at least a dozen banks, credit unions and investors and no one would help. Comerica did and is a large part of our success. To date, we've done more business in 2010 than we did in the first two years combined.

TransPharm benefits from a global market and has clients in Europe, Asia, Canada, and across the USA. All of the revenue generated brings new money to the Jackson area. I strive to use local vendors when possible and all of TransPharm's scientists live within 20 minutes of the facility.

Part of our success is due to TransPharm being conveniently located in the Heart of Michigan's Biotechnology Corridor. TransPharm is geographically situated between Western Michigan University and the Innovation Center to the West, the University of Michigan and the research community in Ann Arbor to the East and directly South of Michigan State University. This allows for constant collaborations with these areas of high technology. We have also acted as an incubator, and lease lab space to small start-up companies. One of those companies, Lycera, focused on Immunologic diseases; and our recent tenant, Sunapten Therapeutics, focuses on a unique approach to Prostate Cancer treatment.

TransPharm is located at The Wellhoff Center, 7190 S. Brooklyn Road in Napoleon, Michigan. Check out our website at [www.transpharmsite.com](http://www.transpharmsite.com) or call us at 517-536-8210.

Sincerely,

Daniel Ross, President & CEO