



2020

IMPACT REPORT

HIGH SCIENCE, HIGH IMPACT

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OUR IMPACT

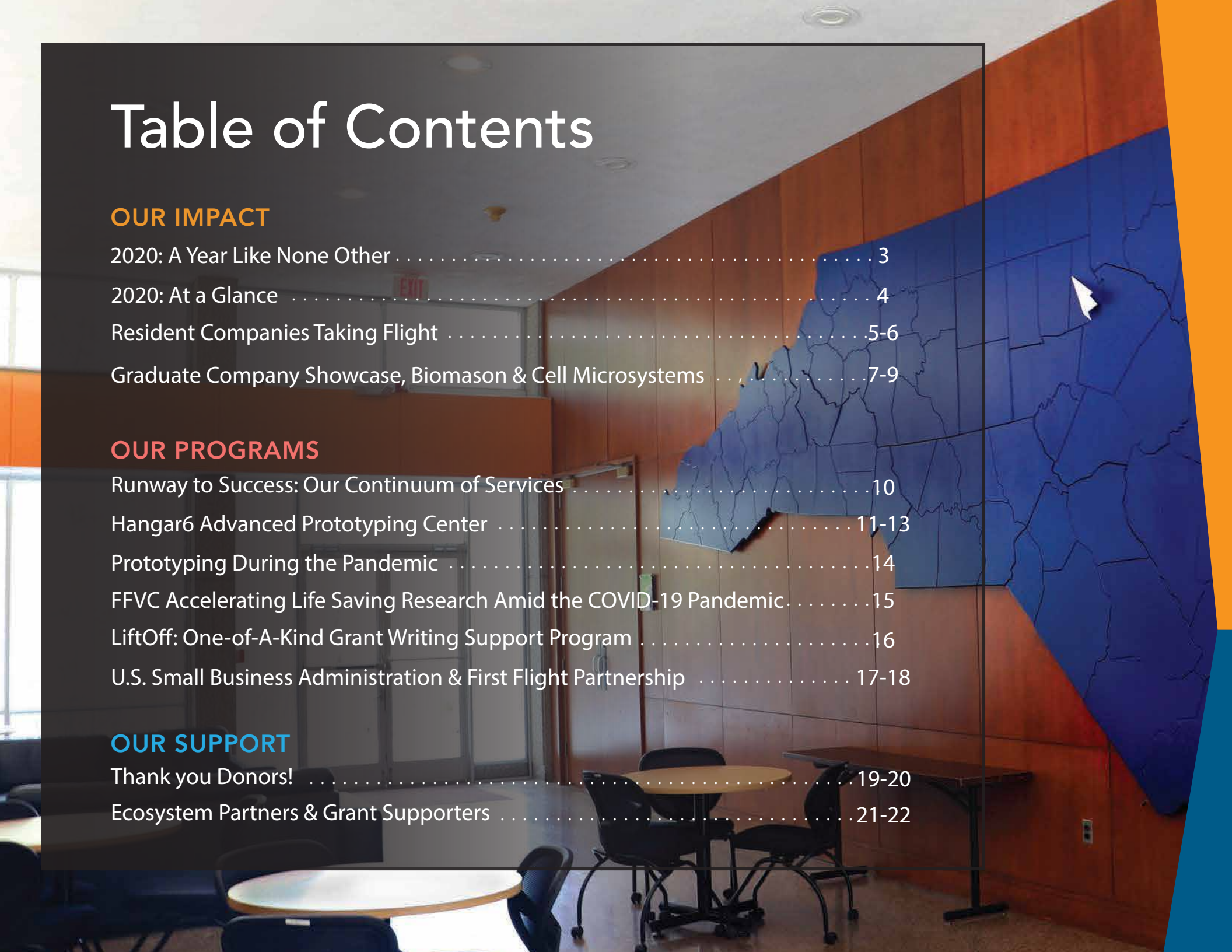
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First Flight is a 'forever start-up' - We change, we pivot, we advance. When it came time for First Flight to find our next leader to walk this road with us and the entrepreneurs we serve, there never was a moment of hesitation when we met Krista we knew she was the person to lead us on that journey.

Prior to coming to First Flight Krista had been supporting the development and growth of early-stage companies by building and leading award-winning innovation hubs in Florida and Texas. She serves on the Board of International Business Innovation Association (INBIA), the global trade association supporting incubators. Most importantly she has worn the shoes of an entrepreneur. She started and successfully exited her own company!

Since joining First Flight Krista led the charge to secure First Flight's largest grant ever, \$2.6m to share state of the art prototype equipment and promote design thinking and additive manufacturing in the RTP region and beyond. She has started several new programs to help early stage companies such as Propeller™ and our Founders Roundtable.

When you meet a person like Krista that has the passion, the energy, and the skills to grow your organization my advice – Hire that person and jump on board for the ride. It will be worth it.



Mary Musacchia, Chair, Board of Directors



Dear Fellow Innovators,

What a wonderful year! Ok, perhaps, the appropriate term for 2020 is "unforgettable" for so many reasons. However, as we have all been storming through, we have so many silver linings to celebrate. As the nation is navigating its way through a devastating pandemic and economic hurdles, scientists around the world have been front and center to find effective treatments and vaccines. First Flight is, at its core, a non-profit incubator for science-focused startups and is home to such scientists, researchers, engineers, technologists, and others who dream that their venture will make the world a better place.

Since 1991, First Flight has been committed to being the place where research is advanced, where ideas and resources are leveraged, and where education and programming are offered to meet the specific challenges presented to early-stage companies. First Flight is so much more than just great programs, offices, and labs, it's a community of support where entrepreneurs can learn from innovators who have experienced the entrepreneurial journey many times over and now devote time and energy to serving the next generation.

I joined as President of First Flight mid-year, motivated to build on and expand the leadership role First Flight has played in the innovation ecosystem over the last 30 years. I'm very appreciative to the First Flight team and in particular, Mary Musacchia, Chair of the First Flight Board of Directors, for a smooth transition to North Carolina even as the pandemic struck in the early months of 2020 while my family and I moved across the country.

As we head into our 30th year, we have a great occasion to share some fascinating stories of success we have seen at First Flight over the past three decades. Anniversaries are about reflecting on the past and about mobilizing our best thinking to elevate the possibilities of the future. So, as First Flight commemorates its 30th birthday in 2021, and while 2020 brought unanticipated challenges, it also brought great accomplishments to celebrate. I am pleased to share this 2020 Impact Report with the highlights, and many silver linings, from this unforgettable year.



Krista Covey
President

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2020: A year like none other

A Year in Reflection

The impact of COVID-19 was far-reaching and First Flight engaged in “pandemic pivots on all levels to accommodate the necessary health and safety concerns in our facility. Science does not come to a standstill under these circumstances, so First Flight and Hangar6 remained open and staffed throughout 2020 with all safety protocols in place, while everyone searched for the “new normal”. The virtual culture and learning curve was felt by all and the phrase “zoom fatigue” has joined our vocabularies, as the lament of losing the connection of in-person meetings and networking for much of the year.

With the arrival of new leadership under Krista Covey, First Flight inaugurated several new programs and refreshed some familiar programs as well. BIG News in the grants department with an Economic Development Authority (EDA) grant award for \$2.6 million to expand the Hangar6 team and state-of-the-art advanced prototyping equipment. And our leadership role as a BARDA DRIVE accelerator increased nationwide.

First Flight’s relationship with the U.S. Small Business Administration continues to grow and deepen as we were selected to be the North Carolina host for the SBIR Week in the SE event and First Flight, was again for the third year, renewed for the Federal and State Technology Partnership (FAST) grant to implement program activities to increase SBIR funding for underrepresented entrepreneurs.

2020 was a year to be remembered and in spite of challenges presented, First Flight delivered on its mission to support early state science-focused companies.



2020: at a Glance

As they say, "the show must go on"-- and that was the case not only with resident companies forging ahead but also with the creation of new programs at First Flight, despite the overarching effects of the pandemic. These statistics represent accomplishments in 2020, as well as cumulative data for First Flight companies.

THE LONG HAUL

RESIDENT COMPANIES SINCE THEY STARTED

\$49.6M

Funds raised from equity since inception

\$29.5M

Funds raised from grants since inception

\$20.8M

Revenue since company inception

ACCOMPLISHMENTS IN 2020

110+

Staff employed
35% Minority/Women

\$17.6M

Funds raised by equity in
2020

\$3.8M

Funds raised by grants in
2020

25+

Patents filed
in 2020



Founders'
ROUNDTABLE

PROPELLER

hangar

talking shop

New Programs in 2020

First Flight's created a 6-week program **Propeller** for early-stage companies to learn to present the value of their idea through the strategic evaluation of their business model, customer value, and competitive edge. Commiseration can shift a mountain down to a molehill when you are at the helm of your own company, so **Founders' Roundtable** was launched to facilitate monthly discussions among small peer groups to solve problems and share best practices. To assist the prototyping community, **Talking Shop** presented expert innovators sharing their ups and downs and best practices around their product creation, design challenges and use of additive manufacturing in prototyping.

▼ Resident Company, **Third Floor Materials**, moves in equipment



▼ FFVC Director of Programs, **Emil Runge**, always delivers on his promises



▼ Resident Company, **NALA Systems**, presents on Zoom



Resident Companies

TAKING FLIGHT

NALA Systems

When Sue Mecham got the call from her scientist mother, Judy Riffle, saying she had fixed the problem with one element of the process for desalinating water, the mother-daughter pair discovered they could reduce the cost of purifying water by 40 percent annually. NALA Systems is a woman-owned cleantech startup founded in 2018 with the goal of bringing chlorine tolerant membranes to the water treatment industry.

2020 was a challenging but successful year as NALA was selected as a member of the 2020 Mass Challenge Accelerator and including grant awards and equity investment, has raised over \$2 million to support their commercialization effort. Their efforts are bringing them closer to their vision of a world where clean water is readily available to everyone.

In 2020, these 6 First Flight resident companies continued to make scientific progress, secure funding and build their business success on the way to commercialization. .



Diabetic Health

Diabetic Health is committed to pioneering diagnostic devices and coatings that harness the physiologic properties of nitric oxide to improve diabetic self-management. By applying a proprietary coating, the body's normal immune system response is modified, allowing for increased longevity of implants in the body.

In 2020, the team moved forward on proof of concept for multiple medical devices and intellectual property protections. Diabetic Health (f.k.a. Clinical Sensors) is a wholly owned subsidiary of Know Bio LLC.

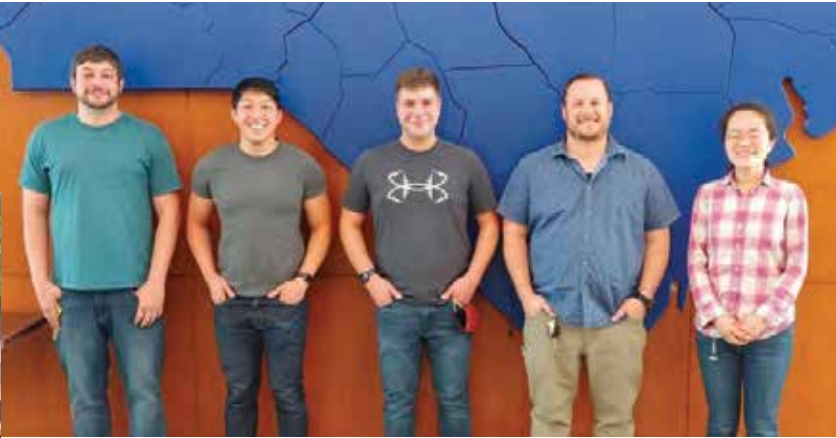


Resilient Biotics

Resilient Biotics is utilizing big data analytics to design microbiome-based therapeutics and advanced screening methods for prevention and precision treatment of deadly infectious diseases. The goal is to provide more effective treatment strategies while reducing dependency on antibiotics in the animal health industry.

In 2020 Resilient closed Series A funding totaling \$7.1M. The company also advanced its lead therapeutic for bovine respiratory disease and characterized key in vivo mechanisms.





DMC Bio

DMC is a US biobased specialty chemical company which makes products using microbial fermentation. DMC's metabolic engineering process simplifies biology to make fermentation more predictable, robust, and efficient. DMC intends to address two of the global challenges: sustainably and affordably feeding a growing world population and reducing greenhouse gas emissions through efficient production of (bio)chemicals.

In 2020, DMC successfully produced its lead product, L-alanine at pilot scale. Commercial key performance metrics were achieved and performance from the bench scale was also demonstrated. In addition, Co-founders Matt Lipscom and Mike Lynch were recognized as finalists for the Ernst and Young Entrepreneur of the Year Award/Mountain Desert Region.



Breezi

Breezi is a startup focused solely on Predictive Maintenance (PdM) technology for Heating, Ventilation, and Air Conditioning (HVAC) systems. Their AirAssurance product addresses the unique challenges facility managers face while operating commercial HVAC systems.

In 2020, Breezi continued its innovation towards optimizing HVAC and whole building efficiency, despite the challenges 2020 presented. Similarly, Breezi was accepted into the Creative Destruction Lab (CDL) and the Scale For ClimateTech accelerators and participated in the NC Manufacturing Extension Partnership (MEP) with First Flight Venture Center and Hangar6.



Goldfinch Sensor Technologies and Analytics (GSTA)

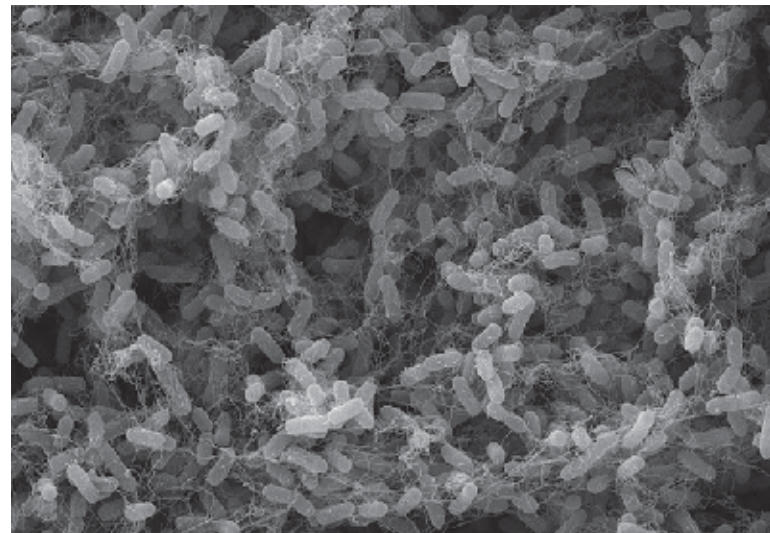
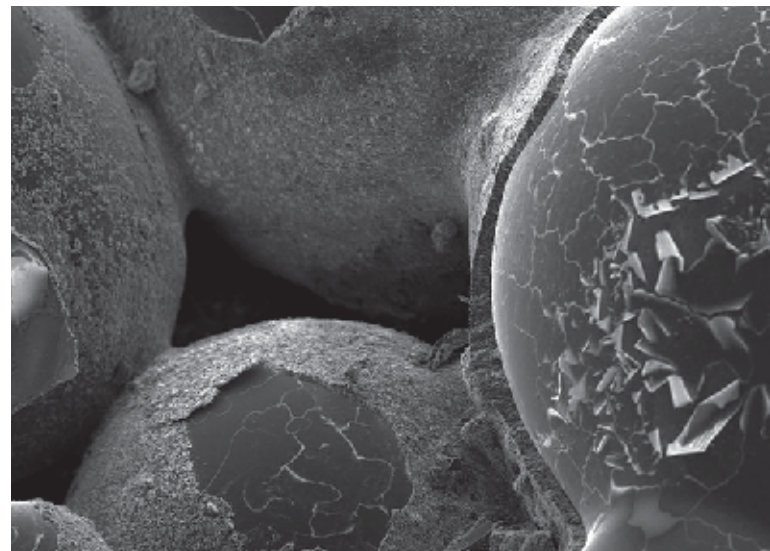
The old saying "if I tell you I'll have to kill you" is not far from the truth when it comes to some of the classified projects implemented by Dr. Mark Roberson, founder of Goldfinch Sensor Technologies and Analytics (GSTA). GSTA leads multi-disciplinary teams in developing and deploying next-generation sensors and analytics including MEMS (Microelectromechanical systems) devices, tunable high-temperature superconductor filters, counter-IED technologies, and sensors for high-pressure environments.

GSTA had its best funding year in 2020, adding customers from the technology sector and the U.S. Department of Defense, plus winning a Phase II SBIR grant from the U.S. Department of Energy.



BIOMASON

“Leading the global transition to planet-friendly construction”



First Flight Graduate

Biomason

Ginger Krieg Dosier, as an architect, gravitated to materials but there were very little eco-friendly materials to work with in the construction industry. She recognized that barnacles make glue stronger than we can fabricate, so why aren't we growing building materials like in nature? She decided to grow bricks. She officially started the company in 2012 - determined to change the world.

What started by converting a second bedroom and then a whole house into a lab has "grown" into a company that builds with carbon, the same way nature does. Biomason, Inc. uses microorganisms to grow sustainable structural cement materials for the construction industry. Biomason's technology harnesses the power of biology to reinvent traditional portland cement offering a stronger and CO2 neutral alternative.

Prior to launching Biomason, Ginger was an Assistant Professor of Architecture at the American University of Sharjah College of Architecture, Art and Design(AUS), United Arab Emirates. Prior to arriving at AUS in 2007, Ginger was a Visiting Assistant Professor at the North Carolina State University College of Design.

With family and the prior North Carolina connections, Ginger returned from overseas and joined the First Flight Venture Center (First Flight) community with two wet labs and lots of determination. She thrived in the First Flight community for the networking with other entrepreneurs, advice from FF management, and introductions to potential funders. She applied and was awarded a National Science Foundation Phase I SBIR grant, received a North Carolina Biotechnology Center Inception Loan and was on her way to the next phase – building her own plant. She moved out of First Flight in 2014 and has since expanded her footprint to two campuses in the Research Triangle Park, NC.



Ginger Krieg Dosier
CEO / President / Founder



▲ **Founder Ginger Krieg Dosier** (left), meets new First Flight President Krista Covey (right) at Biomason's new HQ in RTP

First Flight is proud to have been part of Biomason's journey from a startup to now a leading innovator in the planet-friendly building space, offering biocement products in the market.

2020 was a challenging year, yet Biomason:

- Expanded their team from 32 to **70** employees
- Closed Series B Financing
- Launched product, **bioLITH Tile** for use in exterior, interior applications both vertically and horizontally
- Manufactured exterior tile patio for Martin Marietta's new HQ in Raleigh

First Flight Graduate

Cell Microsystems

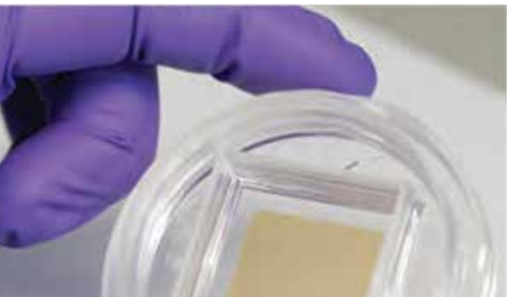
Cell Microsystems makes innovative tools that enable researchers to image, sort, and isolate single cells and colonies. Researchers worldwide in the fields of CRISPR gene editing, oncology, stem cell biology, immunology, and neurobiology use Cell Microsystems products, advancing sophisticated discovery across the life sciences.

Cell Microsystems CEO, Gary M. Pace says:

“The First Flight Venture Center was the first real home for Cell Microsystems. It was the only space we could find that would accommodate the range of activities needed, which included the appropriate equipment and arrangements for us to integrate our team’s efforts in opto-mechanical engineering, polymer manufacturing, cell biology, and software engineering. Our current products, the CellRaft AIR System and CytoSort Arrays were designed, developed, and first manufactured at FFVC. Launched from FFVC in 2018, these products have been sold to leading academic, government, and pharma/bio-tech organizations.

FFVC has provided us with the flexibility to expand our facilities as the Company has grown. Both R&D activity as well as manufacturing of our commercial instruments and consumables are thriving under FFVC’s model. We are proud to be a “graduate” of the FFVC.”

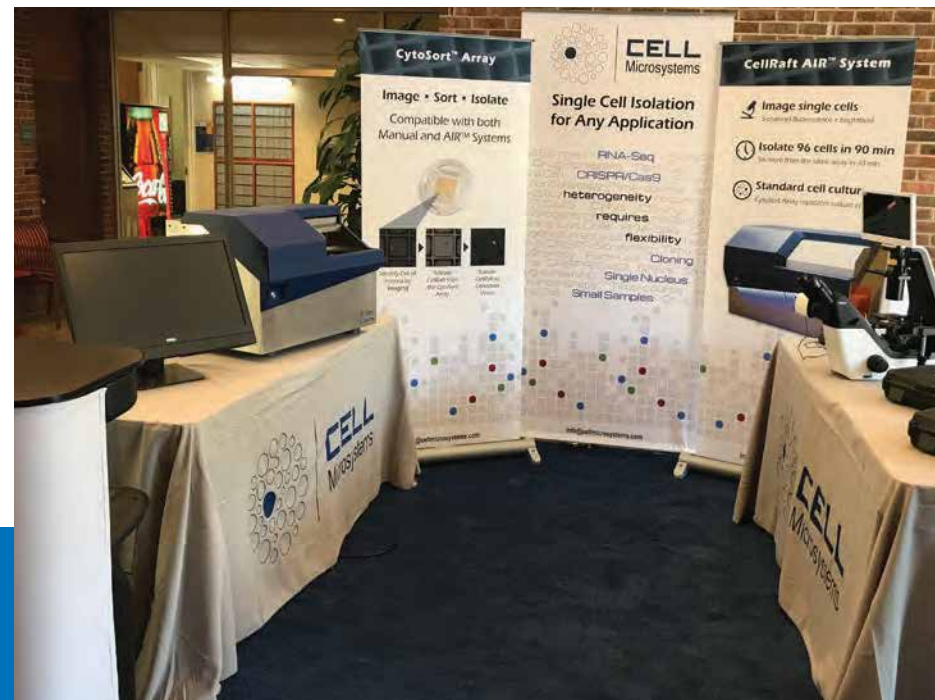
Cell Microsystems’ first unit shipped! ▼



▲ The Cell Raft AIR System

A Year of Firsts

▼ First conference exhibit



Our Programs

Continuum of Services

North Carolina's Premier Science Incubator

As an incubator, First Flight gives resident companies and co-working members an opportunity to engage with a community of like-minded scientific entrepreneurs. Resident companies receive mentorship from business advisors, connections to funding resources, networking through community events and access to education programs.

At its core, First Flight offers a "home" for startups with laboratory and office space, conference rooms and flexible terms at the 25,000 sq.ft incubator.



More Than Just Lab & Office Space

First Flight's "Runway to Success" outlines unique programs tailored to provide appropriate resources to meet the needs of science-focused startups. Programs are also correlated with funding resources and capital needs. In 2020, whether for an early ideation curriculum through Propeller, connection to health security funding through BARDA's Drive program or for grant writing assistance through the LiftOff program, First Flight monitors the pulse of the innovation ecosystem and delivers new programs to fill gaps.

Runway to SUCCESS

First Flight's programs are represented in the "Runway to Success" diagram

PROGRAMS OFFERED AT ALL STAGES



Meet the **NEW** hangar6

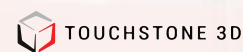
What is hangar6 ?

Hangar6, a program of First Flight Venture Center, is a one-of-a-kind advanced prototyping center for entrepreneurs, inventors and innovators to develop manufacturing-ready prototypes.

Startups, entrepreneurs, corporations, design/engineering firms and others join Hangar6 through a flexible membership based model, providing affordable access to the latest prototyping equipment, saving time and with access to expert design advice from the Hangar6 team.

SUPERCHARGED by a \$2.6 million grant from the U.S. Department of Commerce's Economic Development Administration, the First Flight team has been able to expand its team and purchase additional equipment which benefit our broad community. Meanwhile, Hangar6 is collaborating with partners to provide exceptional product development workshops, mentoring sessions, and additional resources to help inventors and startups across North Carolina bring their ideas to market.

PARTNERS & SUPPORTERS



Sam Dirani, Hangar6 Shop Manager

NEW Facilities

In August 2020, Hangar6 moved its operational hub into the Alexandria building at 6 Davis Drive. With ample parking and secure space, Hangar6 now offers over 3,000 sq.ft to house its unique accumulation of advanced prototyping equipment.



NEW Equipment

The \$2.6M EDA Build2Scale grant has allowed Hangar6 to purchase new equipment, such as a Markforged MetalX metal & Mark 2 composite 3D printer (photo on left), additional two Ultimaker 3D printers, a full-sized CNC router, a new industrial CNC mill, and a brand-new laser cutter for the inside shop. This equipment will be installed throughout 2021 and 2022 and will be helping members use new mediums such as metal 3d printing to create complex prototypes.

NEW Look

Hangar6 has not only moved locations, but is also sporting a brand re-design and logo. This new look was adopted on November 2 during the Hangar6 Virtual Open House event on Zoom. Hangar6 now has a cohesive brand identity and is being promoted in the digital space to help reach more North Carolina innovators and inventors.



Serious Tools for Serious People

Equipment that meets the highest needs of innovators has been selected to facilitate prototype iterations and the most efficient path to a final product.

- Rare access to MetalX printing
- Affordable membership to utilize advanced prototyping equipment
- Expert design advice
- Time saver on prototype iterations

Rare Combination of Advanced Prototyping Equipment

- SLA Resin 3D Printer
- Metal 3D Printer
- High Temperature 3D Printer
- HD 3D Scanner
- CO2 Laser Cutter
- Metal Fiber Laser Cutter
- Fully Automated CNC Mill
- Pan and Box Brake
- 20-ton Shop Press
- Cabinet Grade Table Saw
- Chop Saw
- Floor Drill Press
- Mini CNC Mill and Router
- Digital MID/TID Welder
- Manual Floor Bender
- Abrasive Blast Cabinet
- Paint Spray Booth
- Powdercoat Booth / Kit / Oven



Hangar6 Spearheads Manufacturing Education for North Carolina Companies

Hangar6 and North Carolina Manufacturing Extension Partnership (NCMEP) at NC State University continued their partnership to enhance the productivity, innovative capacity and technological performance of NC manufacturing companies in 2020 through customized education sessions, prototyping best practices webinars and consultations.

Hangar6 and CATERPILLAR prepare STEM students for Robotics Competitions

Hangar6 engaged with CATERPILLAR and FIRST NC to prepare high school robotics teams for their regional and state competitions by giving them access to our advanced prototyping equipment and the expertise of Caterpillar engineers.



FIRST NC Robotics team at Hangar6 in early 2020, ▲ rocking CATERPILLAR swag & ready to compete!

prototyping during the pandemic



H6 Member Builds Hospital Patient Repositioning Devices

In 2020, Seneca Devices founder, Sam Fox, intensively used Hangar6 to prototype dozens and dozens of inflatable cushion designs for their patient repositioning device, which they are developing with Duke Nursing. They primarily used the heat sealing machine, sewing machine and laser cutter for building the cushions. According to Sam Fox, prototyping at Hangar6 cut their average prototype build time from 6-7 days down to 2. By developing early prototypes at Hangar6, Sam's company raised \$1.1M in late 2020.



NCSSM Students Build 3D Printer for Medical Devices

High school student, Connor Mitchell and team from the North Carolina School of Science and Mathematics built their first prototype of an affordable 3D printer for creating medical-grade artery stents. Their design allows for these stents to be created to individual patient specification. Their prototype, the ARTHETA-0 was created to showcase how additive manufacturing can be used in the medical device industry to create more effective and affordable stents.



H6 Members Prototype Emergency Ventilators

Hangar6 members Trio Labs and Plantd Climbing collaborated with medical device company, Gilero, to create a "Minimum Viable Ventilator" to deploy in United States hospitals-- which were quickly running out of ventilators for their patients. These ventilators were constructed out of off the shelf pneumatic components and cost roughly \$301 when fully assembled. These emergency ventilators were made to be used in a hospital or treatment center for use by individual patients.

Our Programs

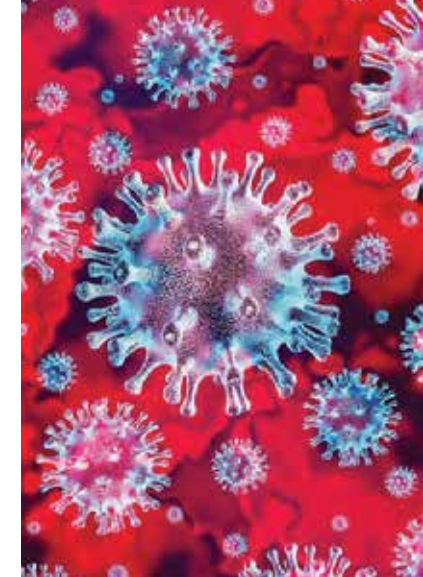
BARDA DRIVE

Accelerating Lifesaving Research
Amid the COVID-19 Pandemic

What is BARDA DRIVE?

First Flight serves as one of 13 Accelerators for DRIVE (Division of Research, Innovation, and Ventures), which was established by the Biomedical Advanced Research and Development Authority (BARDA) in 2018. BARDA focuses on matters of national health security, including global pandemics.

BARDA serves as a great microcosm of how First Flight operates: collaborate with outstanding partners locally and nationally to add value to the startups and entrepreneurs we serve.



First Flight Initiates Multi-Accelerator Event in 2020

First Flight spearheaded the first multi-accelerator DRIVE event in recent years, partnering with the New Orleans Bio Innovation Center and Biolocity (Georgia Tech & Emory University) to host the Southeast COVID-19 Innovation Showcase. This event highlighted BARDA's current funding opportunities along with pitches from technology teams providing solutions related to the COVID-19 pandemic.

In addition to its leadership role among the national DRIVE accelerators, First Flight has directed hundreds of companies towards coronavirus funding opportunities to improve the national health security pipeline.



FIRST FLIGHT GRADUATE

Rich West, CEO, Baebies – BARDA Success Story



baebies

"The team at FFVC continually champions our work by sharing connections that advance our mission. We are grateful for their enduring support!"

----- BAEBIES SUCCESSES IN 2020 VIA BARDA DRIVE -----

- Broad funding from CARB-X and the NIH through diverse institutes such as NICHD, NHLBI, NIDCD, NIDA, and NIAID
- Receipt of Emergency Use Notification (EUN) for RT-PCR test to detect SARS-CoV-2 on the FINDER 1.5 instrument using nasopharyngeal and nasal swab specimens within 17 minutes
- Development of the FINDER SARS-CoV-2 Test was supported in part by funds from the National Institutes of Health's Rapid Acceleration of Diagnostics (RADx) initiative.

Our Programs

LiftOff

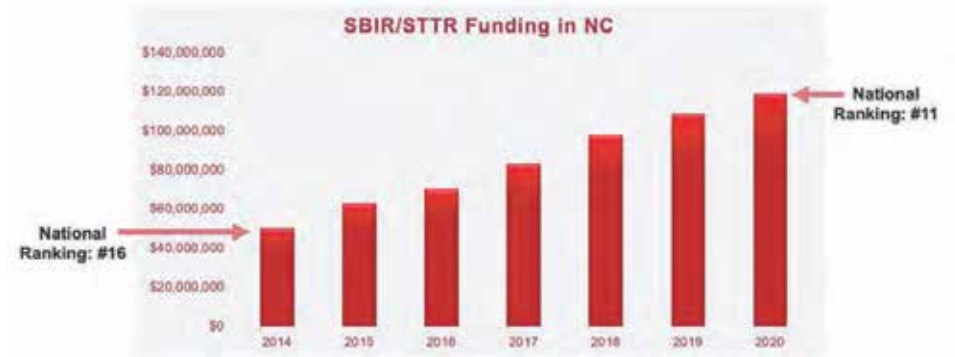
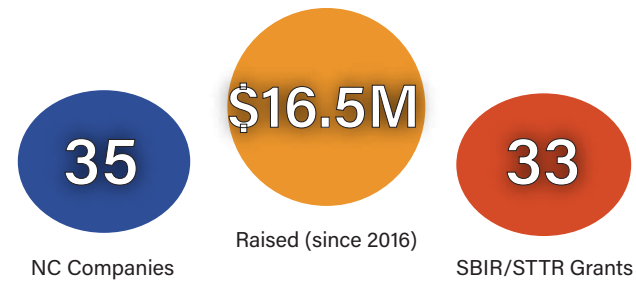
Unique Grant Writing Support Program

What is LiftOff?

First Flight recognized that entrepreneurs and scientists may need assistance to identify and secure non-dilutive funding, so in collaboration with Eva Garland Consulting (EGC), created the LiftOff program to provide science-focused startups with expert assistance in developing non-dilutive funding strategies and in grant proposal preparation. Grant support services are provided at reduced/subsidized rates, and in return, upon award, companies in the program “give back” to the program and its partners through success fees. This “evergreen” cycle allows for program sustainability, enabling the next generation of early-stage companies to benefit from the program as well.

First Flight’s LiftOff has established a national model for leveraging non-dilutive funding to advance scientific development and commercialization.

IMPACT OF LIFTOFF PROGRAM



North Carolina’s SBIR/STTR National Ranking has improved from #16 to #11
First Flight’s LiftOff program has contributed to NC’s higher ranking

SBIR PHASE I WINNER

David Reeser, CEO, OpiAID – 2020 FAST Cohort and LiftOff Participant

“The bootcamp proved both insightful and actionable, leading to a successful grant submission. I don’t think we would have been able to do it if it were not for the team at First Flight and Nitesh from Eva Garland Consulting”

OpiAID is a classic success story we are all proud of. A diligent company, doing work it believes in, attends FAST Boot Camp, joins LiftOff Program, receives strategic plan and Phase I grant writing assistance, submits a competitive grant that gets a score that isn’t quite enough...then through persistence and relationship building, receives a NIH Phase I award!

COMPANY DESCRIPTION

OpiAID supports clinicians’ efforts to curb opioid abuse by giving them access to interpreted behavioral and health data that will help them simultaneously stop inappropriate drug seeking behavior while continuing to help patients with valid medical needs.

OpiAID 2020 AWARDS

NC Tech Winner: Top 10 Startups to Watch
SBIR Phase I NIH Grant: \$276,000
NC One Small Business match: \$75,000

opiAID



U.S. Small Business Administration & First Flight Partnership Expands in 2020



First Flight Targets Department of Defense Funding for North Carolina Companies

To increase knowledge and DoD funding for NC companies, First Flight submitted an application and was awarded a U.S. Small Business Administration Growth Accelerator Award. During 2020, First Flight worked to:

- Research, identify and understand the variety of funding tools, funding announcements and solicitation timing utilized by DoD agencies
- Learn the landscape of how the DoD budget process works by agency, personnel-in-charge and processes involved in funding decisions
- Expand our outreach and connection to the DoD savvy resources and NC related organizations to build a community of support for eventual increases in funding awards for NC companies
- Work collaboratively with partner organizations to support pipeline of DoD relevant companies to match them with appropriate funding tools, such as Other Transaction Authority (OTA) with appropriate SBIR/STTR support services

First Flight Hosts Highest Attended SBIR Week Presentation Nationwide

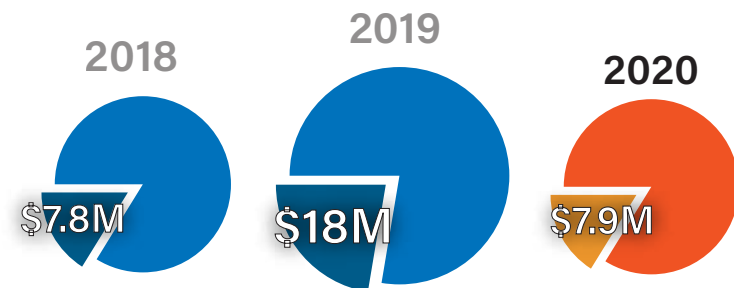
The Small Business Innovation Research (SBIR) program was created to support scientific excellence and technological innovation through the investment of federal research funds in critical American priorities to build a strong national economy...one business at a time.

Annually, SBIR Program Managers that distribute millions of dollars in funding, conduct a "road tour" to present their funding priorities, share insights on competitiveness and meet 1-1 in-person with prospective grantees.

In 2020, this annual event was transformed into virtual "SBIR Week in the SE". First Flight hosted and organized the 1/2 day presentations by Program Managers and coordinated a subsequent full day of 1-1 meetings between NC companies and key SBIR funders. Off all SBIR Week presentations delivered across the country, First Flight spearheaded the North Carolina SBIR Week to top the nation for attendance!

What is FAST?

FAST is the Federal and State Technology (FAST) Partnership Program, funded by U.S. Small Business Administration. The FAST program supports state/regional organizations to increase in the number of proposals submitted and SBIR/STTR awards won by women, socially/economically disadvantaged individuals, and small businesses in underrepresented areas.



First Flight SBA programs IMPACTED **17%** of 2020 SBIR/STTR awards in North Carolina

In 2020, First Flight's grant education programs helped companies win over \$7.9M in NC SBIR/STTR funding

Grant Proposal Intensive Boot Camp, Business Mentoring and Grant Writing support to increase SBIR/STTR Funding in NC

First Flight was nominated by Governor Cooper as North Carolina's representative and was awarded the FAST grant for the third year in a row! Startups statewide attended 3 SBIR Education Seminars to increase knowledge of the proposal/grant writing process. 37 companies were selected to join the 2020 FAST Cohort and attended a 2-day grant readiness "Boot Camp", jam packed with tools to increase the capacity to produce competitive proposals to WIN funding.

Boot Camp included grant writing intensive sessions, specific agency insights and components of a competitive proposal. Companies were paired with "Startup Advisors" (serial entrepreneurs, investors, tech transfer teams, service professionals) to assess the overall business health of their company and receive strategic funding advice.



▲ **Before the COVID-19 Pandemic**, First Flight hosted the 2020 Fast Boot Camp in-person in RTP, organized by Bridget McMinn (Director of Strategy & Innovation, FFVC) and Eva Garland (President, Eva Garland Consulting)

SBIR PHASE I WINNER

Doug Schepers, CEO, Fizz Studio – **FAST Boot Camp 2020 Attendee**

"The FAST Bootcamp, and especially the consulting time my advisor from Eva Garland Consulting, put me over the top. This is going to make a significant difference to my business; it will enable me to fund the developers to take our prototype to a functioning product and may also validate our concept to customers and partners (and perhaps investors)."



Fizz Studio is an early-stage startup with a focus on making data visualizations accessible to people with disabilities and offers a custom software module that creates charts and graphs that are accessible to people with a variety of disabilities.



▲ **SBIR WINNER, Ed Burgard, Dignify Therapeutics**, presents his company's funding successes and setbacks to 2020 FAST Cohort participants

★ FAST 2020 Success Stories ★



CrossComm
Durham, NC

\$255,648
Phase 1 NIH SBIR



Fizz Studio
Chapel Hill, NC

\$175,784
Phase 1 NIH SBIR



Kampanics, LLC
Oak Ridge, NC

\$249,999
Phase 1 NSF SBIR



opiAID
Wilmington, NC

\$276,533
Phase 1 NIH SBIR



PhotoCide Protection, Inc
Raleigh, NC

\$225,000
Phase I NSF SBIR



Wearable Defense
Charlotte, NC

\$256,000
Phase I NSF SBIR

Donor Recognition

CHAMPIONS OF INNOVATION

First Flight is happy to recognize its Champions of Innovation donor recognition program. Giving levels represent cumulative financial and matching gifts over 2019-2020 calendar years

Without federal or state support for general operating expenses, First Flight strives to diversify funding sources but without donors like the Champions of Innovation above, would be limited in the support offered to early stage companies and entrepreneurs.

We thank and applaud the individuals, corporations, foundations, universities, and government/civic donors who make it possible for First Flight to design and implement programs targeted to the special needs of science-focused companies.

Thank you!

The Wright Society

(\$100,000 and beyond)



Eva Garland Consulting



U.S. Small Business
Administration



Captain's Circle

(\$25,000 - \$99,999)



Individual Contribution from: Mary U. Musacchia

Aviator's Club

(\$10,000 - \$24,999)



Individual Contribution from: Nancy and Fred Hutchison

Co-Pilots of Excellence

(\$1,000 - \$9,999)



Individual Contributions from: Jean Davis, Cat Lineberry, Paul Muñana, Larry and Judy Wilson

The Flight Crew

(Under \$1,000)



Individual Contributions from: Ken Tindall, and Norris Tolson

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Meet the 2020 First Flight Team



Krista Covey
President



Joe Spratt
*Director of
Finance*



Bridget McMinn
*Director of Strategy
& Innovation*



Emil Runge
*Director of
Programs*



Sam Dirani
*Shop Manager
(Hangar6)*

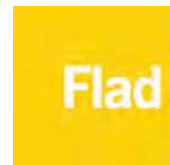


David Cheatham
*Administrative
Assistant*



Dan Webb
Marketing

Program Sponsors & Contributors
Hangar6 Program



Mark Granville

Mark Friedman

Mary Musacchia Legal

Insight Strategy

Dan Webb

Tadlock Consulting

A FORMAL GOODBYE TO A LONG-TIME BOARD MEMBER

Thank you, Fred & Nancy Hutchison!

EVERY SUCCESSFUL REGION needs a group of successful yet selfless leaders who give of themselves in ways that profoundly change an innovation and entrepreneurial ecosystem for good. For decades, Fred Hutchison has been one of our region's giants. Fred served on our Board from 2004-2020 and as Chairman from 2004-2011. And you can also look no further than Fred's wife, Nancy as the other half of a dynamic duo who has generously supported First Flight over the years.

But the accolades don't tell the full story of Fred. He doesn't sit on these Boards, he shapes them. He propels them. He opens his Rolodex and connections and resources to improve your probability of success. We cannot thank Fred enough for his amazing leadership and what he has meant for our state, our region and for First Flight specifically.

Thank you, Fred & Nancy!



FIRST FLIGHT VENTURE CENTER

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