

M A R Y L A N D  
**OPPORTUNITY ZONES**



Welcome

**Rachel Reilly**

Director of Impact Strategy, Economic Innovation Group

**Moderator**

M A R Y L A N D  
**OPPORTUNITY ZONES**



## Introduction

# Boyd Rutherford

Lt. Governor, State of Maryland

M A R Y L A N D  
**OPPORTUNITY ZONES**



# Opportunity Zones Future Impact

## John Lettieri

President & CEO, Economic Innovation Group

# M A R Y L A N D OPPORTUNITY ZONES



## Opportunity Zone Investing

*How operating businesses attract OZ equity?*

# Mary Burke Baker

Government Affairs Counselor, K&L Gates



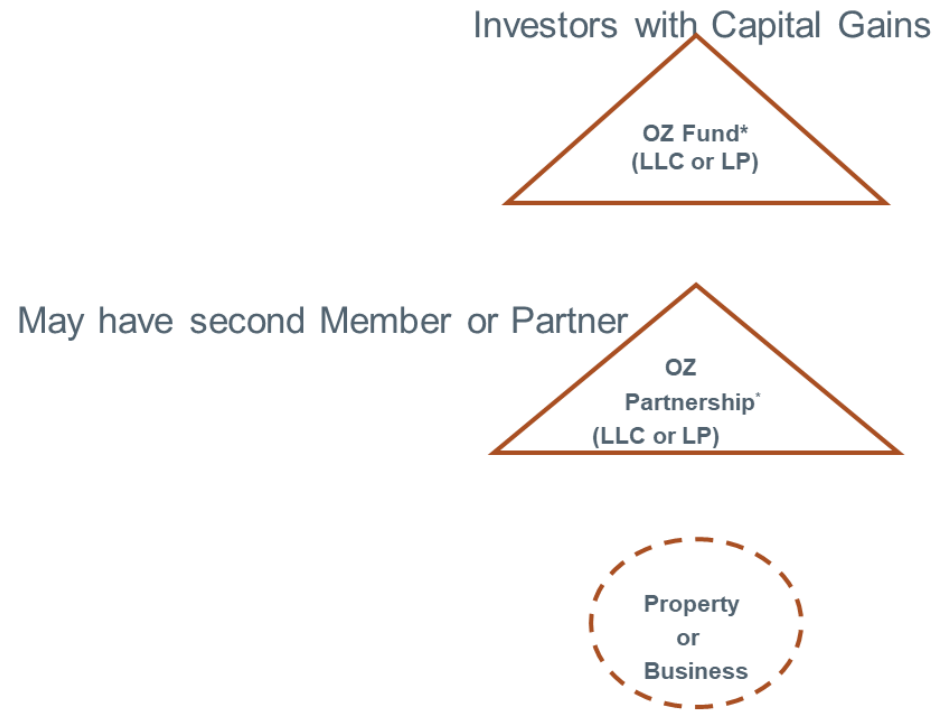
# OZ IS FOR OPERATING BUSINESSES, TOO

- Must be a “trade or business”
- Real estate (residential, commercial)
- Manufacturing & services
- Distribution/warehouse
- Retail & hospitality
- Medical clinics, day care facilities
- Energy generation, storage, transmission
- Farming
- Transportation and infrastructure
- Research, start-ups & incubators

# ANATOMY OF A QOF AND QOZB

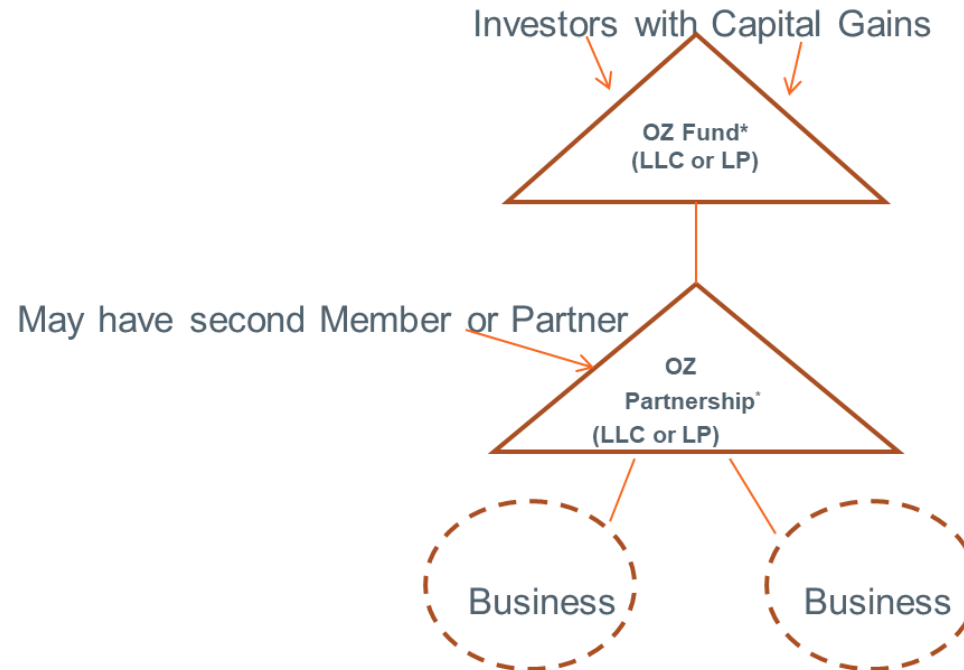


# NEW BUSINESSES – BASIC STRUCTURE



\*OZ Fund and/or OZ Partnership may be taxed as a corporation.

# NEW BUSINESSES – THIS STRUCTURE MAY BE PROBLEMATIC

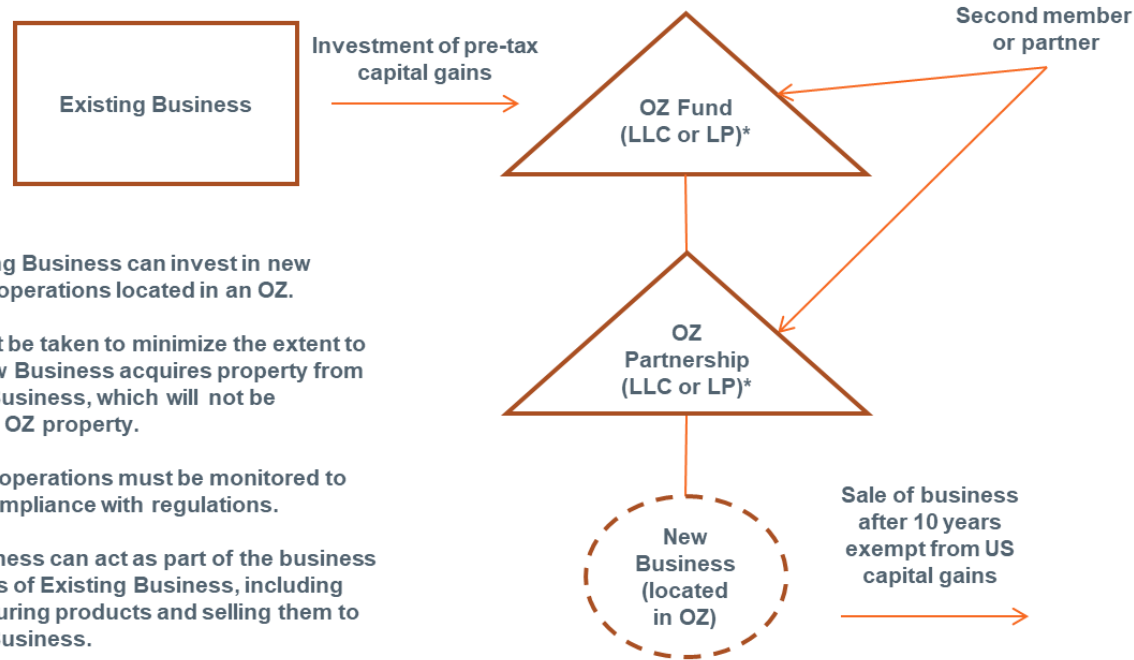


\*OZ Fund and/or OZ Partnership may be taxed as a corporation.

# EXISTING BUSINESSES – SQUARE PEG IN A ROUND HOLE?

- Expand *into* an Opportunity Zone
- Expand *within* an Opportunity Zone
- Policy focus is to accommodate existing businesses
  
- Create new business entity in OZ
- Dilute ownership interest (20% related party rule)
- Lease
- 70% “good” property/30% “bad” property

# EXISTING BUSINESSES



- 1) An Existing Business can invest in new business operations located in an OZ.
- 2) Care must be taken to minimize the extent to which New Business acquires property from Existing Business, which will not be qualifying OZ property.
- 3) Business operations must be monitored to ensure compliance with regulations.
- 4) New Business can act as part of the business operations of Existing Business, including manufacturing products and selling them to Existing Business.
- 5) After 10 years, Existing Business can take ownership of New Business by purchasing the interests in OZ Fund from Third Party Investor or allowing Third Party Investor to withdraw for consideration.

\* OZ Fund and Lower-tier vehicle may be taxed as a corporations.

# DISADVANTAGES TO QOZB UPON EXIT

- APPEAR TO QUALIFY FOR 10-YEAR EXCLUSION ELECTION
  - Direct investor selling interest in QOF
  - QOF selling interest in QOZB
- DON'T APPEAR TO QUALIFY FOR EXCLUSION ELECTION
  - QOZB selling asset

# TREASURY STILL CONSIDERING

- Mechanics to determine whether QOF holding period of QOZB meets “substantially all (90%) test
- Does 70% tangible test apply to QOZB from the get-go, or only after it’s an “active” trade or business?
- Treatment of inventory
- Definition of trade or business
- Disparate results from sale of property
  - Sale of QOF interest in tangible property or QOZB
  - Sale by QOF of QOZBP
  - Sale by QOZB of property
- Whether to extend 10 year exclusion election to QOZBs



# EXAMPLES OF OZ BUSINESSES IN PROCESS

- Film production studio
- LNG for feedstock and operating plant
- Automotive
- Rare earth minerals
- E-waste
- Franchises
- Hospitality
- Energy
- Farming

# CHALLENGES FOR BUSINESSES

- Great ideas but no idea how to go about raising capital
- Perceived/actual greater risk than real estate
  - Start-up x disadvantaged area = risk
- New entrepreneurs not accustomed to legal costs and mechanisms that may give investors comfort
  - You get what you pay for
  - Opinion letters
- Negative press about OZ may dampen investor interest



**Mary Burke Baker**

202.778.9223

mary.baker@klgates.com

<http://www.klgates.com/opportunity-zones-ozs-practices/>

# M A R Y L A N D OPPORTUNITY ZONES



## Opportunity Zone Investing

*How real estate projects attract OZ equity?*

# Craig Bernstein

Principal/Chief Investment Officer, OPZ Bernstein OZ Fund

# OPZ Bernstein Opportunity Zone Fund

Unique Tax Wrapper that Amplifies  
Real Estate Investment Returns



OPZ | BERNSTEIN

# Benefits of Investing



## TAX DEFERRAL

- Deferral of the original long-term (or short-term capital gain tax) until the earlier of (i) the date on which an Opportunity Zone Fund investment is sold or (ii) December 31, 2026
- Reinvestment into an Opportunity Zone Fund.



## REDUCED TAX LIABILITY

- If the Opportunity Zone Fund investment is held for at least five (5) years, the basis for the original investment is increased by ten percent (10%) of the original long-term capital gain.
- If the Opportunity Zone Fund investment is held for at least seven (7) years, the basis for the original investment is increased by fifteen percent (15%) of the original long-term capital gain.



## TAX-FREE REINVESTMENT

- If the Opportunity Zone Fund investment is held for at least ten (10) years, at the time of sale, there is no long-term capital gain tax due on the Opportunity Zone Fund investment.



# Life Cycle of OPZ Bernstein Opportunity Zone Fund Investment



- Original stock is sold for \$120.
- Original stock basis is \$20.
- Realized long-term capital gain (“original gain”) is \$100.

- Investor reinvests \$100 original gain into OPZ Bernstein Opportunity Zone Fund within 180 days of realization.

- Increase basis by 10% of the original gain.
- $10\% \times \$100 = \$10$  step-up in basis.
- New basis for original stock is \$30 ( $\$20 + \$10$ ).

- Increase basis by an additional 5% for a total of 15% of the original gain.
- $15\% \times \$100 = \$15$  step-up in basis.
- New basis for original stock is \$35 ( $\$20 + \$15$ ).

- Taxes due on original gain, minus the 15% reduction in capital gain tax due to the step-up in basis.
- Taxes due on \$85 original gain. Original stock sold for \$120 – \$35 (new basis) = \$85.

- Upon the sale of the OPZ Bernstein Opportunity Zone Fund investment, no capital gain tax is due.

# Qualified Opportunity Zone Timing

## Timing is Everything

### 1) Initial funding of Opportunity Zone Fund

A) 180 days from harvesting gain

B) If gain is recognized within a partnership, (“A”) or 180 days from December 31

C) If gain is a 1231 gain (*sale of Real Estate*) 180 days from December 31

### 2) Fund level timing tests

3) Requirement to double basis within 30 months

3) Working capital exemption, 31 months with a detailed written plan

4) Required 10 year holding period to capture tax-free reinvestment



# Qualified Opportunity Zone Basics

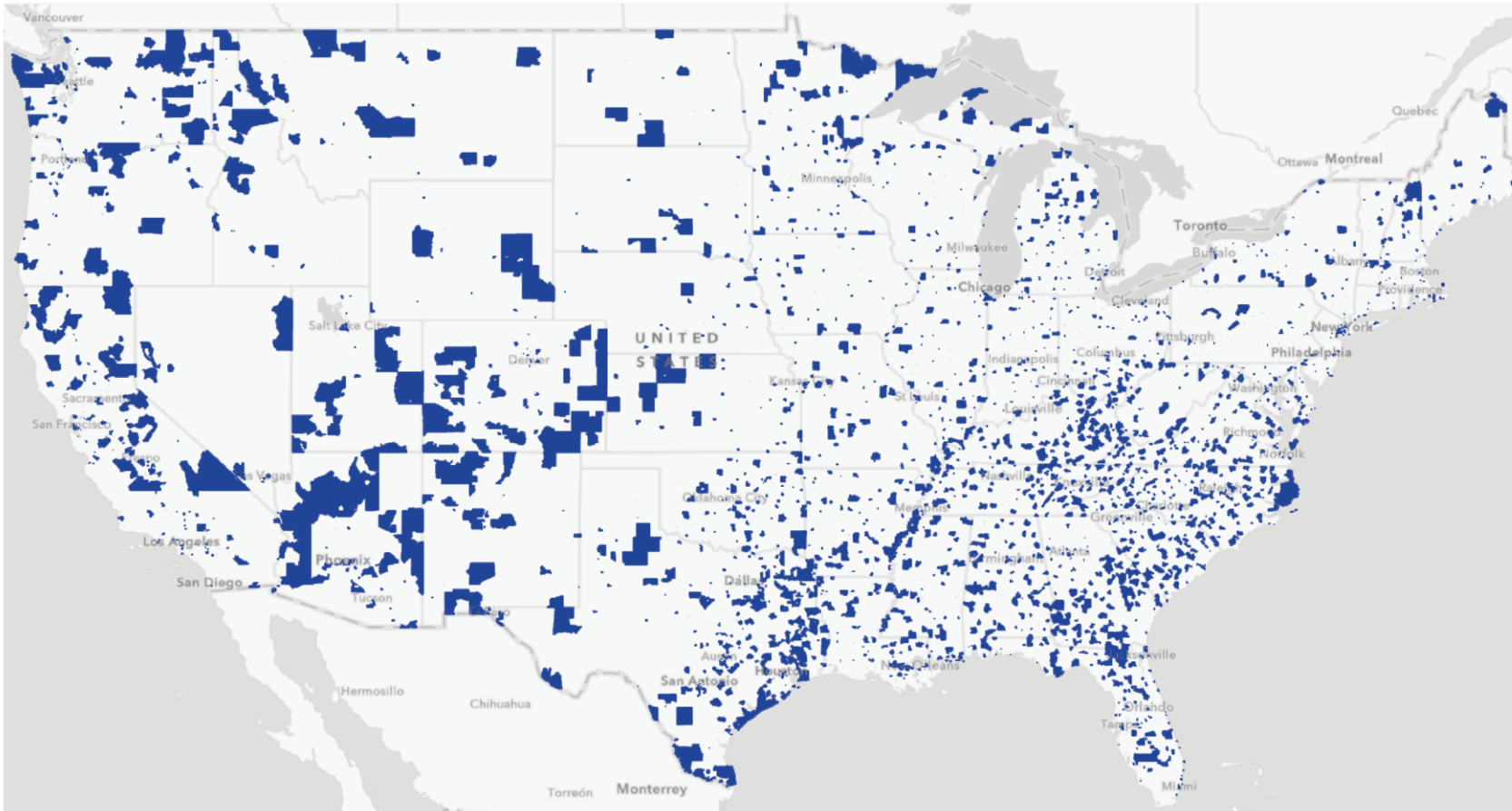
## Three Options

Substantial Improvement Test

“Original Use”

Vacant for Five (5) years

# United States Opportunity Zone Map



## Opportunity Zones By the Numbers



Over **8,700** zones



**31.4** million residents



**24** million jobs



**1.6** million businesses



Urban **38%**

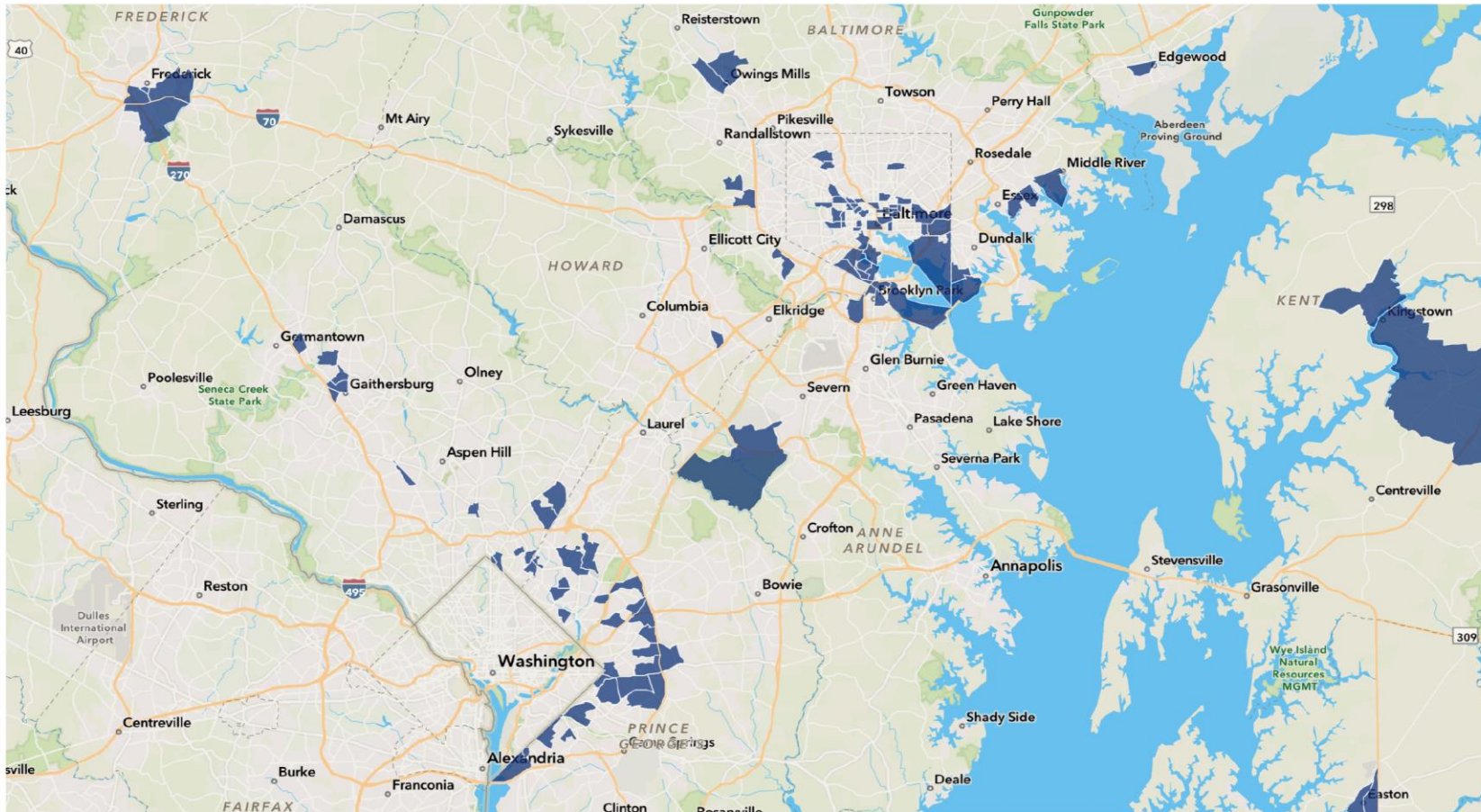


Suburban **22%**



Rural **40%**

# DC/Baltimore Opportunity Zone Map



## Maryland Opportunity Zones By the Numbers



**149** zones



**600,000** residents



**475,000** jobs



**31,000** businesses



Urban **93%**



Suburban **7%**

# Qualified Opportunity Zone Capital

## “Show Me the Money”

- 1) Friends and Family
- 2) Opportunity Zone Fund Managers (*OPZ Bernstein, Starwood, Bridge Capital, CIM*)
- 3) RIA's (*Artivest, CAIS, iCapital*)
- 4) Single and Multi-Family Offices
- 5) Wirehouses (Morgan Stanley, Goldman Sachs, UBS, JP Morgan)
- 6) Insurance Companies (State Farm, Erie Insurance, New York Life)

# Qualified Opportunity Zone Deal Structure

## Cheaper Cost of Capital

- 1) **Preferred Return 8% to 10%** (200BPS cheaper than Angelo Gordon, Fortress and Carlyle)
- 2) **Promote Structure** (80/20% split over an 8% preferred return)
- 3) **Developer Equity** (15% to 25% of total equity required)
- 4) **Loan to Value** (60% to 75% LTC, developer completion guarantee)
- 5) **Return Thresholds** (14% to 16% IRR at deal level)
- 6) **Control Rights** (Required 10 year hold)



# LIHTC/Opportunity Zone Case Study

## Dayton Arcade Innovation Center Dayton, Ohio



VIEW LOOKING NORTH EAST AT 4TH & LUDLOW



Opportunity Zone Equity	<b>\$3,636,000</b>
State LIHTC Equity	<b>\$10,000</b>
State LIHTC Bridge Loan	<b>\$4,099,000</b>
Federal LIHTC Bridge Loan	<b>\$4,428,000</b>
Loan Master Tenant	<b>\$267,000</b>
DRNMF Loan	<b>\$800,000</b>
Jobs Ohio Bridge Loan	<b>\$675,000</b>
PACE Financing	<b>\$7,397,000</b>
<b>Total Budget</b>	<b>\$21,850,000</b>

## Questions and Answers

Rachel Reilly  
rachel@eig.org

Mary Burke Baker  
mary.baker@klgates.com

Craig Bernstein  
cbernstein@tbco.biz

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**Opportunity Zones - Investing**  
*Commercial Real Estate – Mixed Use*

**Dave Bramble**

Managing Director, MCB Real Estate

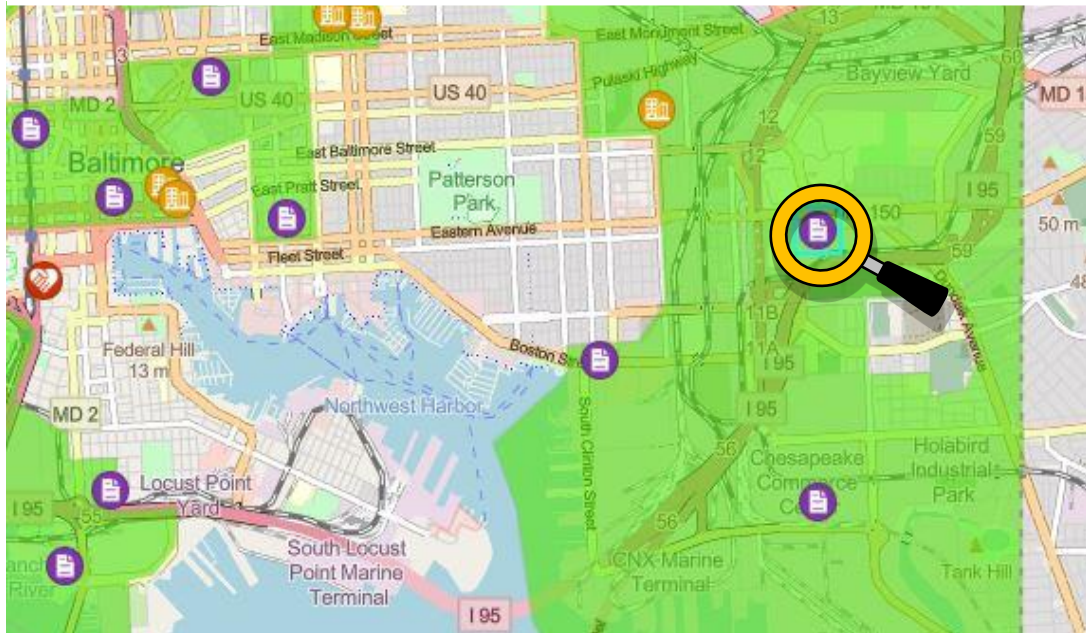


## Yard 56

**LOCATION** Baltimore City , south of JHU Bayview

**DESCRIPTION** A \$150 million, retail, mixed use project supporting LA Fitness, Grocery store, and a medical office building. Received Opportunity Zone equity from Prudential Financial for Phase I.

**CONTACT** Dave Bramble, [dbramble@mcbrealestate.com](mailto:dbramble@mcbrealestate.com)



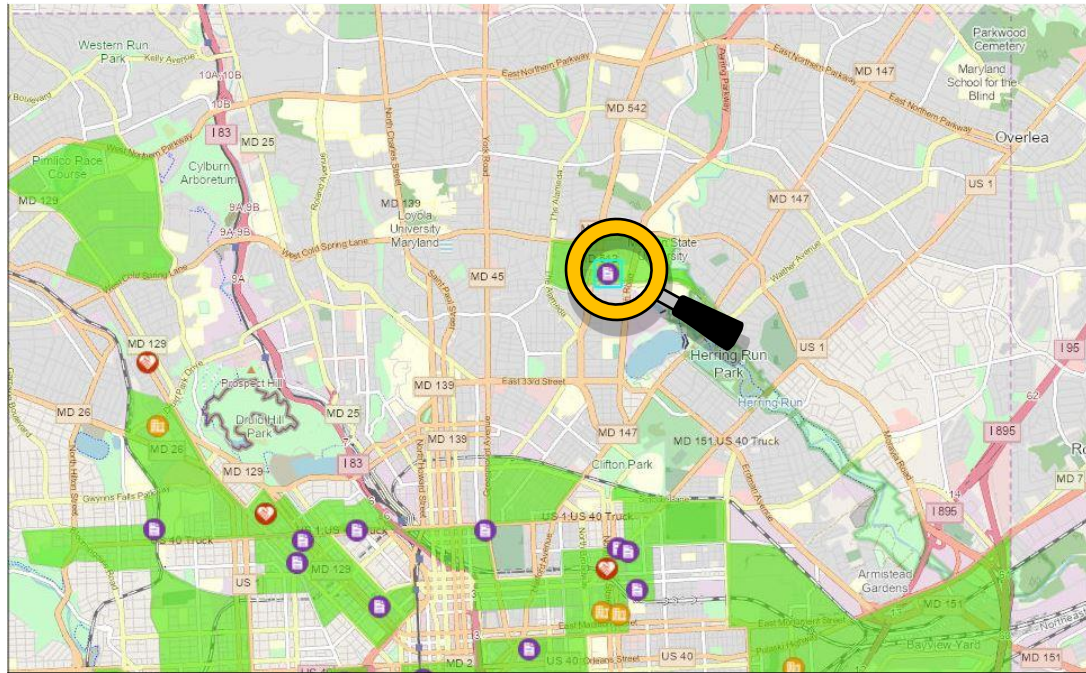


# Northwood Commons

**LOCATION** Baltimore City , Adjacent to Morgan State

**DESCRIPTION** \$50 million redevelopment of the Northwood Plaza Shopping Center, located in Northeast Baltimore City, featuring 100,000 SF of new retail, restaurants, and services (health and wellness), including brand-new 11,000 SF Barnes and Noble College Café, and 20,000 SF state-of-the-art Public Safety Building for Morgan State University.

**CONTACT** Dave Bramble, [dbramble@mcbrealestate.com](mailto:dbramble@mcbrealestate.com)



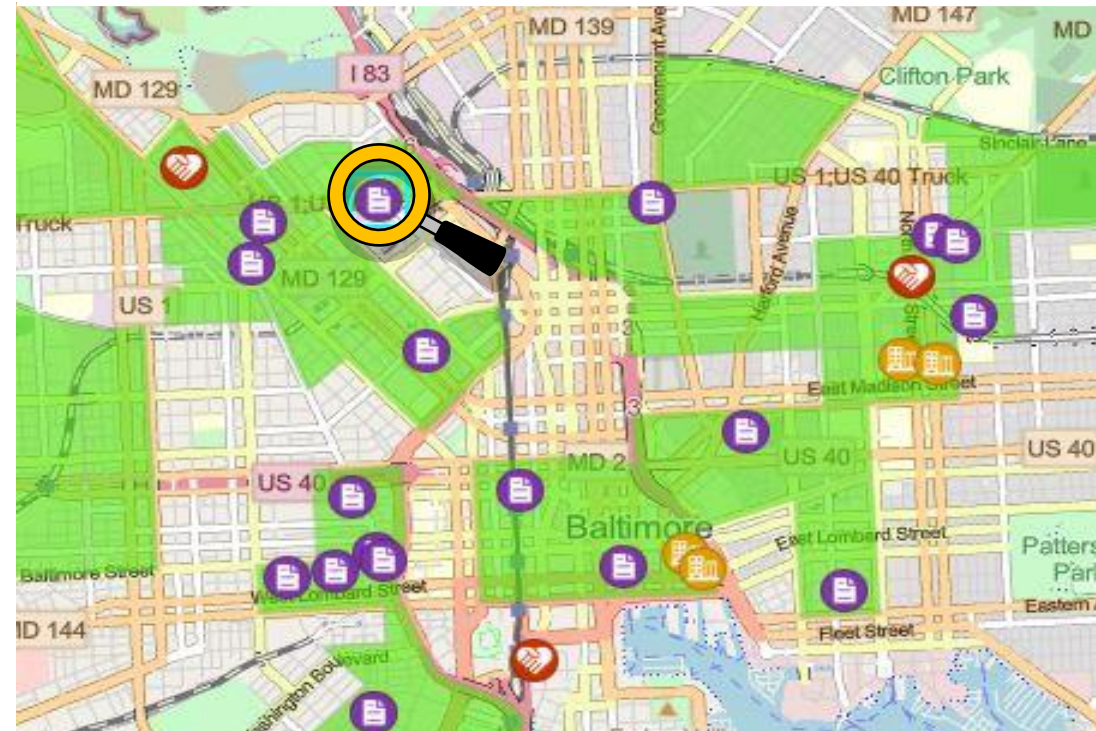


# Madison Park North

**LOCATION** Baltimore City , Reservoir Hill & Bolton Hill Communities

**DESCRIPTION** A \$100 million development, Madison Park North will be home to offices, street-front retail and housing. Most importantly the project will provide access to critical resources and job opportunities which will boost economic activity and ultimately encourage further investment in West Baltimore.

**CONTACT** Dave Bramble, dbramble@mcbrealestate.com



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**Opportunity Zones - Investing**  
*Commercial Real Estate – Multi-family*

**Lois Fried**

Managing Director, Urban Atlantic

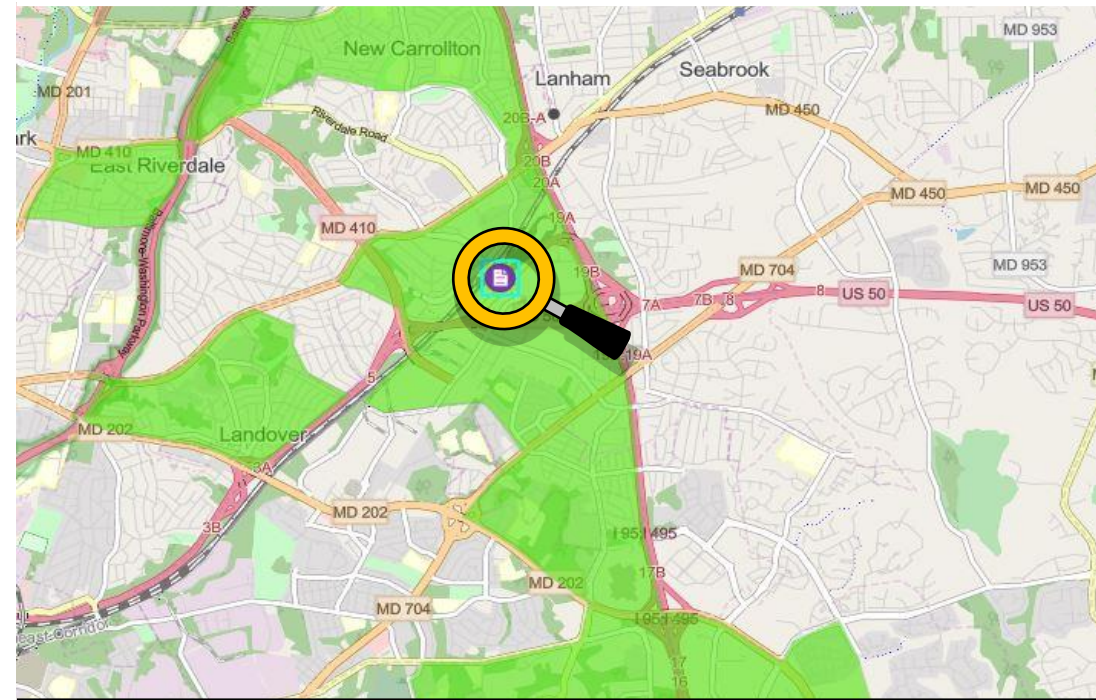


## New Carrollton Metro

**LOCATION** New Carrollton, Maryland (Prince George’s County)

**DESCRIPTION** The New Carrollton Transit Development District 2030 vision of 7,000 housing units and 6,180,000 SF of office/retail space. New Carrollton relies on four key elements: (1) vibrant, diverse, and viable neighborhoods, 2) a multimodal transportation system, (3) sustainable and accessible environmental infrastructure, and (4) pedestrian-oriented urban design.

**CONTACT** Lois Fried, [lfried@urban-atlantic.com](mailto:lfried@urban-atlantic.com)



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**Opportunity Zones - Investing**  
*Affordable Housing*

**Avram Fechter**

Managing Director, EquityPLus

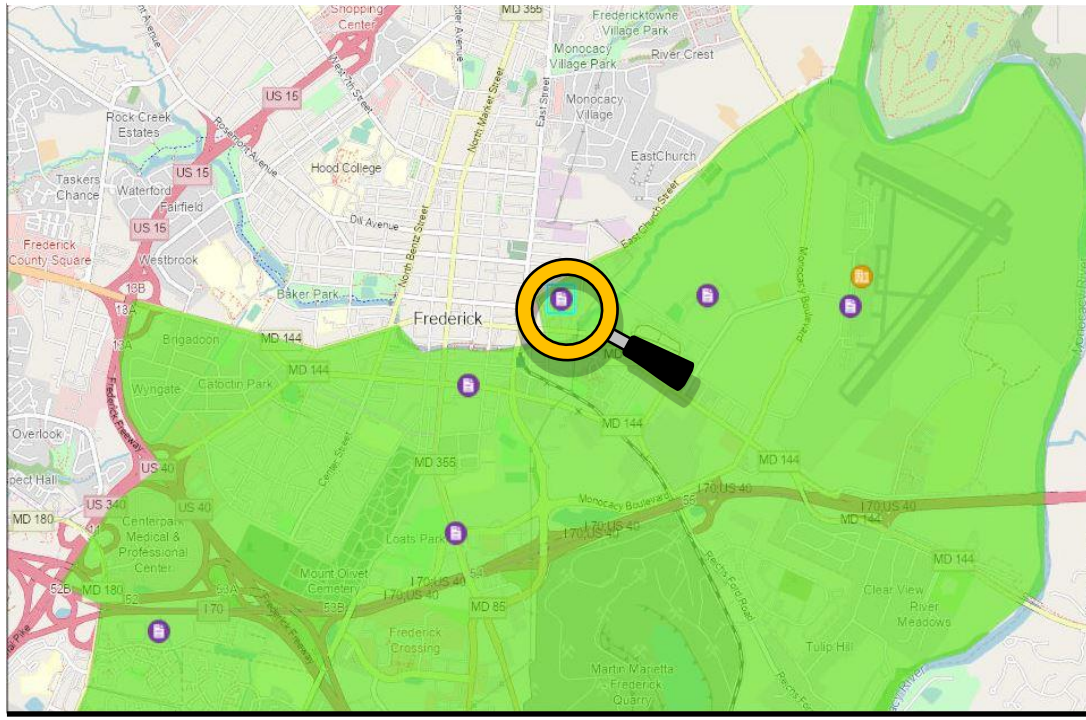


## Ox Fibre

**LOCATION** Frederick, Maryland

**DESCRIPTION** Adaptive reuse of an abandoned paint brush manufacturing plant. The project will utilize LIHTC/HTC financing along with an Opportunity Zone investment to create 83 loft rental apartments that will be affordable, on average, to households earning ~54% of area median income (rents are 15%-20% below market rents).

**CONTACT** Avram Fechter, [afechter@equityplusllc.com](mailto:afechter@equityplusllc.com)



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**Opportunity Zones - Investing**  
*Student Housing*

**Jill Homan**

President, Javelin 19 Investments

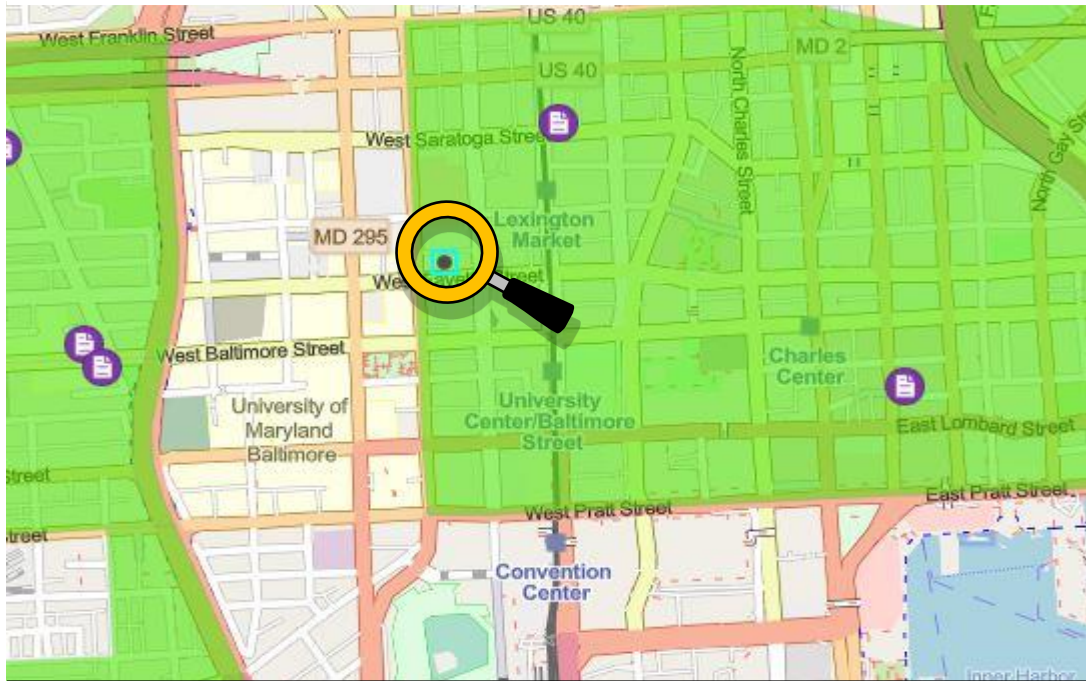
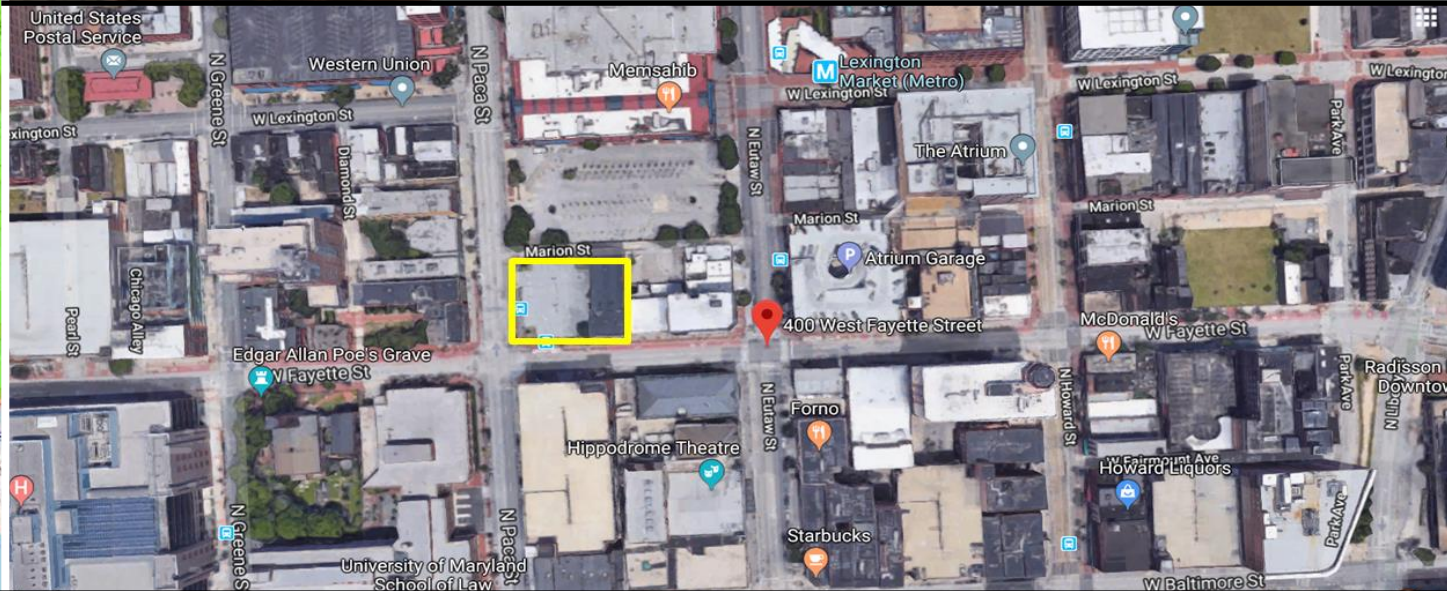


## 444 Apartments (UMB Student Housing)

**LOCATION** Baltimore City adjacent to University of Maryland, Baltimore

**DESCRIPTION** A 314-bed student housing project with ground floor retail and parking. Received \$20 million equity invest from private investors and is under construction.

**CONTACT** Jill Homan, [jill@javelin19.com](mailto:jill@javelin19.com)



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**Opportunity Zones - Investing**  
*Operating Business*

**Thomas Luginbill**

Grey-Ops, LLC

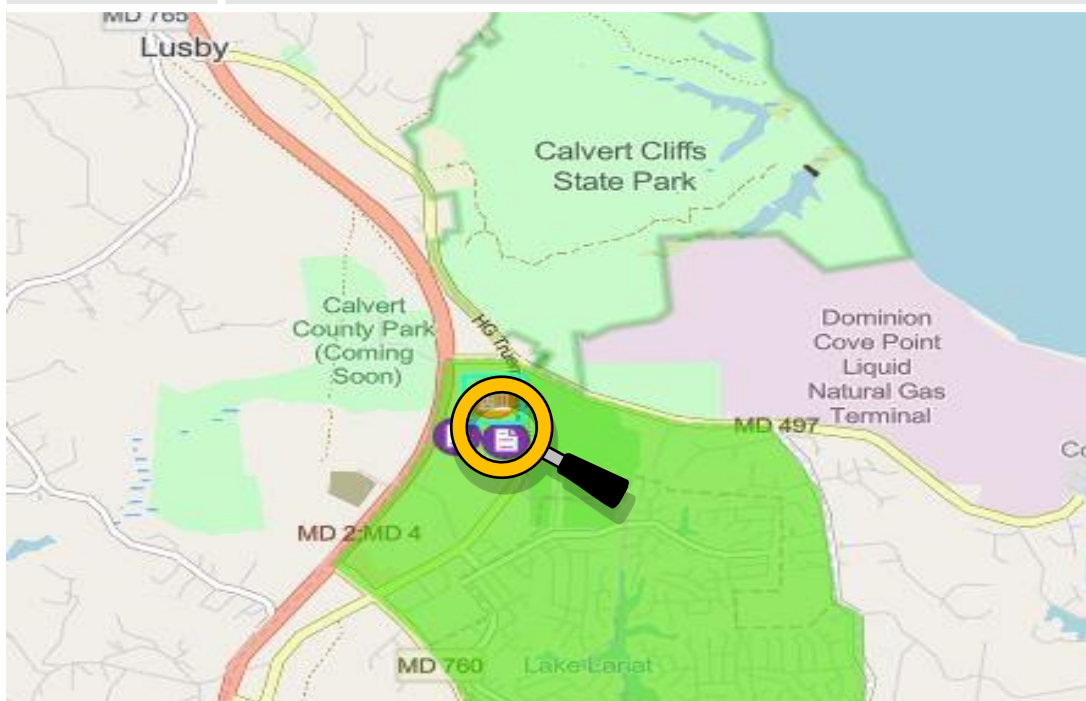


## Grey Ops, LLC

**LOCATION** Lusby, Maryland ( Calvert County )

**DESCRIPTION** Grey Ops owns the licensing rights to a product called "Silent Spring." The Silent Spring product incorporates a novel Improvised Explosive Device (IED) neutralizing technology. When poured onto primary explosives, the Silent Spring product immediately mitigates the risk associated with explosive blasts and allows for the safe transportation of volatile substances to forensic laboratories.

**CONTACT** Steve Luginbill, [sluginbill@grey-ops.com](mailto:sluginbill@grey-ops.com)



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**Intermission**  
Q&A Session will  
start in 15 Minutes

# M A R Y L A N D OPPORTUNITY ZONES



## Statewide Opportunity Zone Investments

### *Cambridge Waterfront*

# Sandra Tripp-Jones

Interim Executive Director, Cambridge Waterfront Development Inc.

# Sailwinds Park

## Cambridge Waterfront Development, Inc.



# What is Cambridge Waterfront Development, Inc.?

- Not for profit economic development corporation
- Partnership of the City of Cambridge, Dorchester County and State of MD
- Mission: develop 25 acres of waterfront property – Sailwinds Park – as a mixed use, visitor destination



# Cambridge

A quaint lively town





# Cambridge

An old town founded in 1684 – the County of Dorchester in 1669



# Cambridge

Situated on the  
Choptank River and  
Cambridge Creek





# Cambridge

A working  
waterfront  
since the 1600's



# Cambridge

A boating  
mecca today







# Boats – old and new





# Boats – big and small





Fast and slow





Cambridge

**Rich history**



# Dorchester Blackwater Wildlife Preserve - 45 minutes





# Groove City – we know how to celebrate.





Cambridge

And more  
festivals – at  
Sailwinds



# Cambridge

...and still more  
festivals at  
Sailwinds





# Cambridge

Maryland Ironman  
2,500 athletes – 6,000  
people





# The Vision for the Waterfront 1992



*Sailwinds Park*

CAMBRIDGE, MARYLAND

SAILWINDS PARK, INC. 2 AURORA ST., CAMBRIDGE, MD 21613 410-228-5411

Illustration by Eric Hynes / LDE International, Inc. • Printing by Western Publishing Company



# CWDI is looking for Developers and Investors

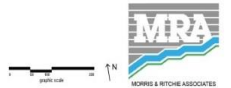
1. Boutique Hotel  
Restaurant  
Entertainment
2. Commercial  
restaurants
3. Marine support  
Public parking
4. Residential
5. Commercial and  
residential



CAMBRIDGE WATERFRONT DEVELOPMENT, LLC  
CITY OF CAMBRIDGE, MARYLAND

CONCEPTUAL SITE PLAN - SAILWINDS PARK

JULY 25, 2019



# Site Advantages

- High visibility from Malkus Bridge  
6 million cars/year
- Unobstructed views of Choptank River and Cambridge Creek.





# Unique Site Advantage

Deep water port –  
2<sup>nd</sup> only to Baltimore

Wharf just repaired  
and promenade  
installed.



# Why CWDI will be a good partner...

1. CWDI already is strong partnership of City, County and State with strong community support for redevelopment.
2. Structured to deploy local resources of land, recreation facilities, bonding capacity of City and County (good ratings).
3. Form-based zoning for flexibility.
4. Nimble entitlement process.
5. Strong State Support - Strategic Demolition \$.
6. We start with “**yes.**”



# Please call us for a visit.

- Sandra Tripp-Jones

CWDI Executive Director

805-453-4480

[sandra.trippjones@cwdimd.org](mailto:sandra.trippjones@cwdimd.org)

- Richard Zeidman

CWDI Board President

301-961-5136

[rzeidman@linowes-law.com](mailto:rzeidman@linowes-law.com)



# M A R Y L A N D OPPORTUNITY ZONES



## Statewide Opportunity Zone Investments

### *Phillips Packing House*

# Katie Parks

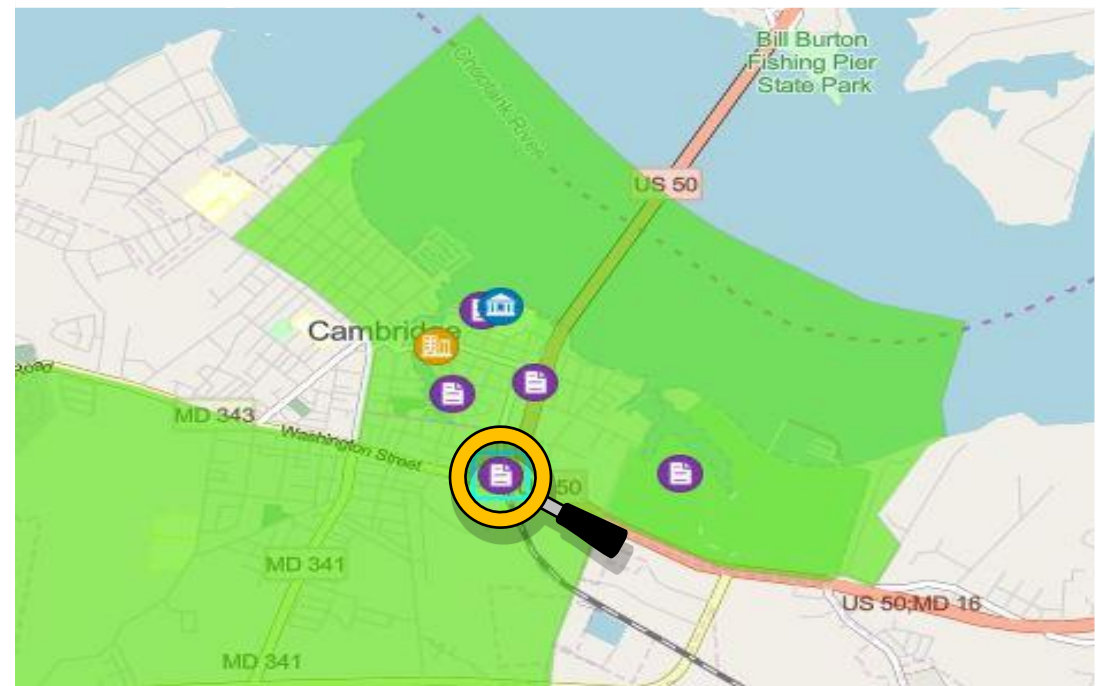
Vice President of Conservation, Eastern Shore Land Conservancy

## Philips Packing House

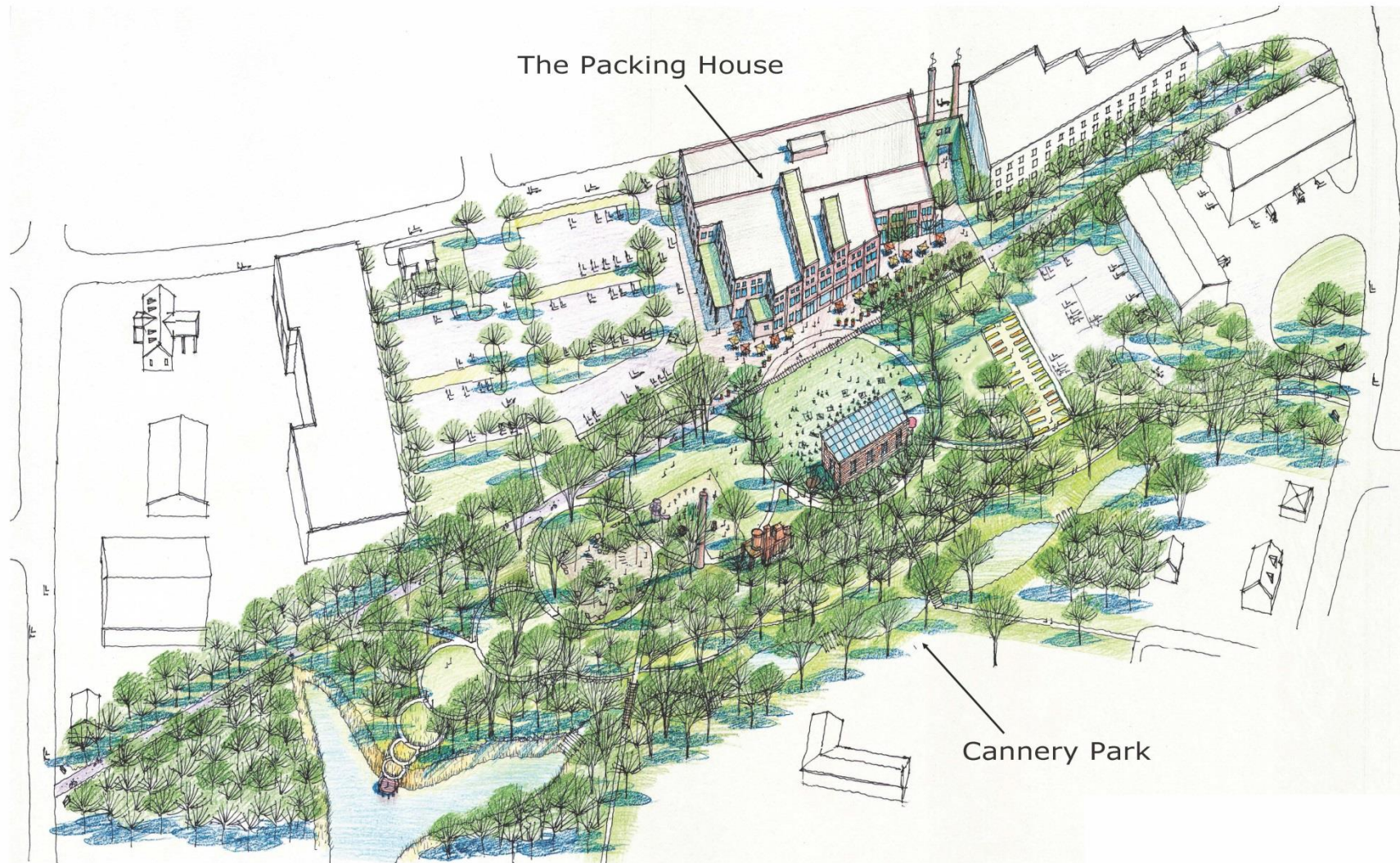
**LOCATION** Cambridge, Maryland (Dorchester County)

**DESCRIPTION** A \$23 million, 60,000 SF redevelopment of a former seafood packing operation located just off US Route 50 in Cambridge. Focus is a synergistic mix of tech & creative entrepreneurs, food production and food related retail/eateries including a, 2 story atrium for public programs & private event space, 7 Units on First Floor ranging from 2,910 SF to 7,985 SF., 1 Unit on Second Floor comprising 25,120 SF.

**CONTACT** Margaret Norfleet-Neff , MNorfleet-Neff@crossstpartners.com







## THE PACKING HOUSE & CANNERY PARK

Cambridge, Maryland





# M A R Y L A N D OPPORTUNITY ZONES



## Statewide Opportunity Zone Investments

*Baltimore City*

**Ben Seigel**

Opportunity Zone Coordinator, Baltimore Development Corporation

# Role of Baltimore OZ Coordinator



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**OPPORTUNITY ZONES**



# Statewide Opportunity Zone Investments

## *Southern Streams Community Wellness Center*

# Dr. Donte' Hickman

Pastor of the Southern Baptist Church

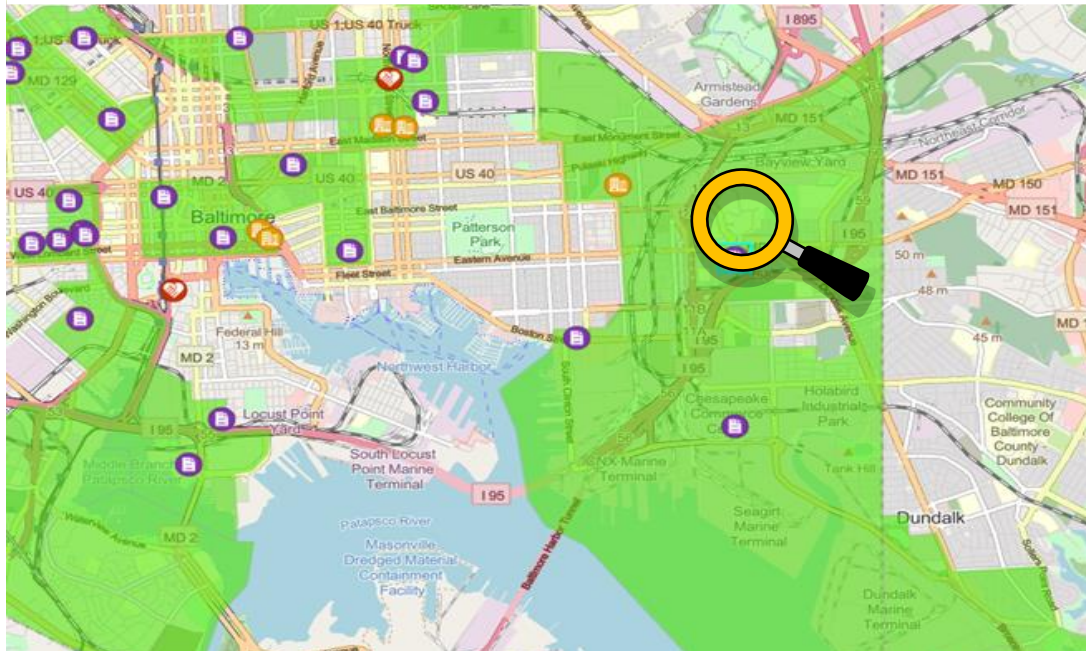


## Southern Streams Community Wellness Center

**LOCATION** 1501 N Chester Street, Baltimore City (East Baltimore)

**DESCRIPTION** This 120,000 square foot facility anchored by Johns Hopkins Medicine is an integral part of East Baltimore's revitalization plan. Retail & office space available. Onsite 125 space parking garage.

**CONTACT** Dr. Donte' Hickman, [pastorhickman@me.com](mailto:pastorhickman@me.com)









FUTURE SITE OF  
SOUTHERN VIEW  
APARTMENTS

SOUTHERN  
BAPTIST  
CHURCH

MARY HARVIN  
APARTMENTS

COMMUNITY  
PARK

HUMANIM

PROJECT  
SITE







View looking north east



View looking east down Oliver



View from Chester and Gay



View from rear looking west

M A R Y L A N D  
**OPPORTUNITY ZONES**



**Statewide Opportunity Zone Investments**  
*Frostburg Center Street Redevelopment*

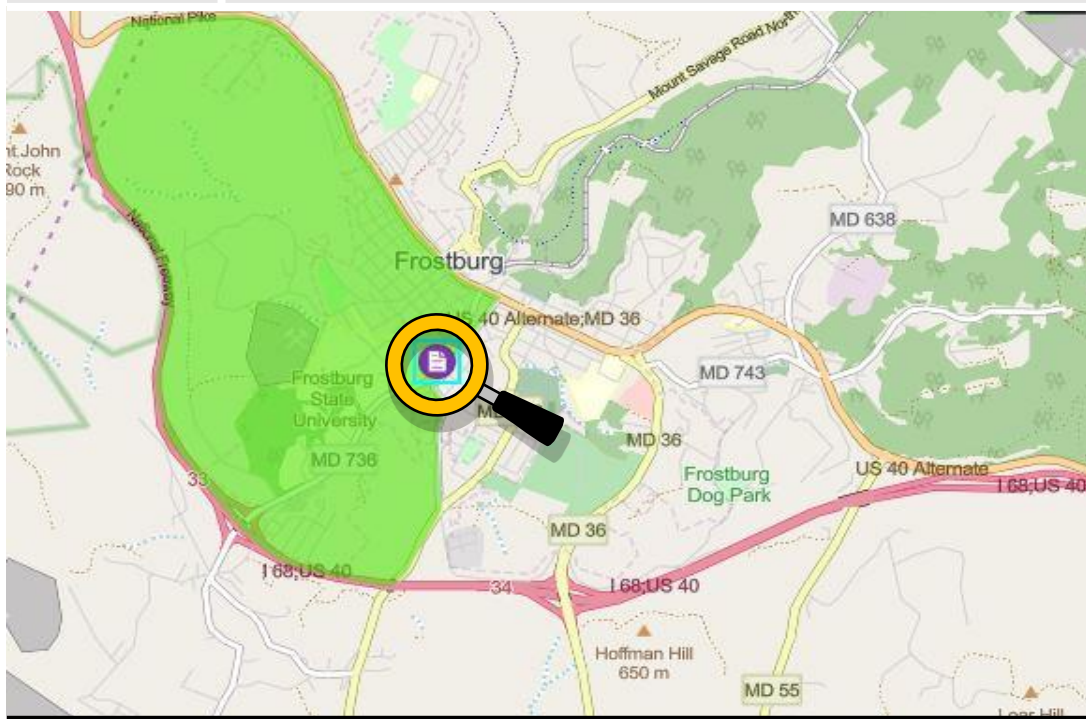
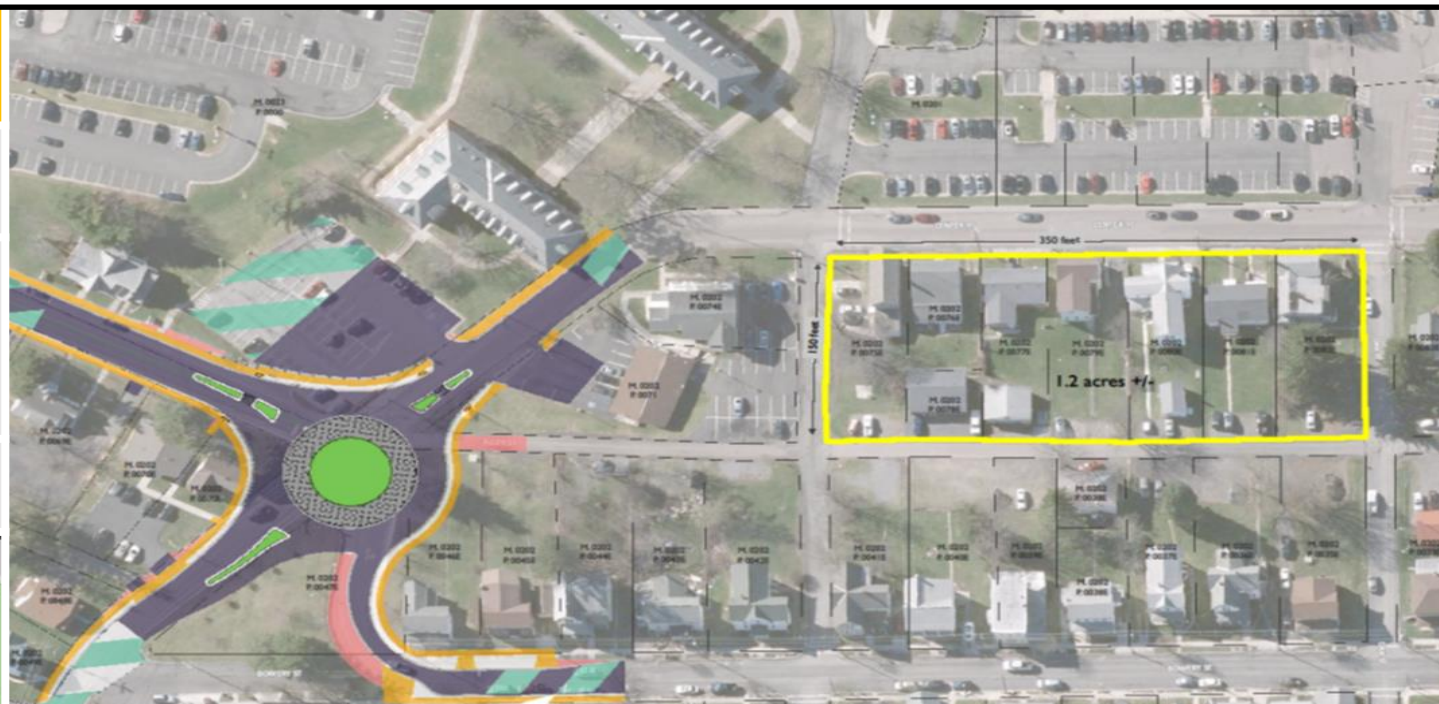
**Elizabeth Stalhman**

City Administrator, City of Frostburg



## Center Street

<b>LOCATION</b>	Frostburg (Allegany County), adjacent to campus of Frostburg State University.
<b>DESCRIPTION</b>	A \$10 million mixed-use project with 35 residential units and 15,000 SF +/- retail space. Housing units will be higher-end to address community/University need for rental housing for professionals. Development is dependent on successful roundabout project and construction.
<b>CONTACT</b>	Elizabeth Stahlman, estahlman@frostburgcity.org





M A R Y L A N D  
**OPPORTUNITY ZONES**



## Statewide Opportunity Zone Investments

*Clene Nanomedicine, Inc.*

# Mark Mortenson

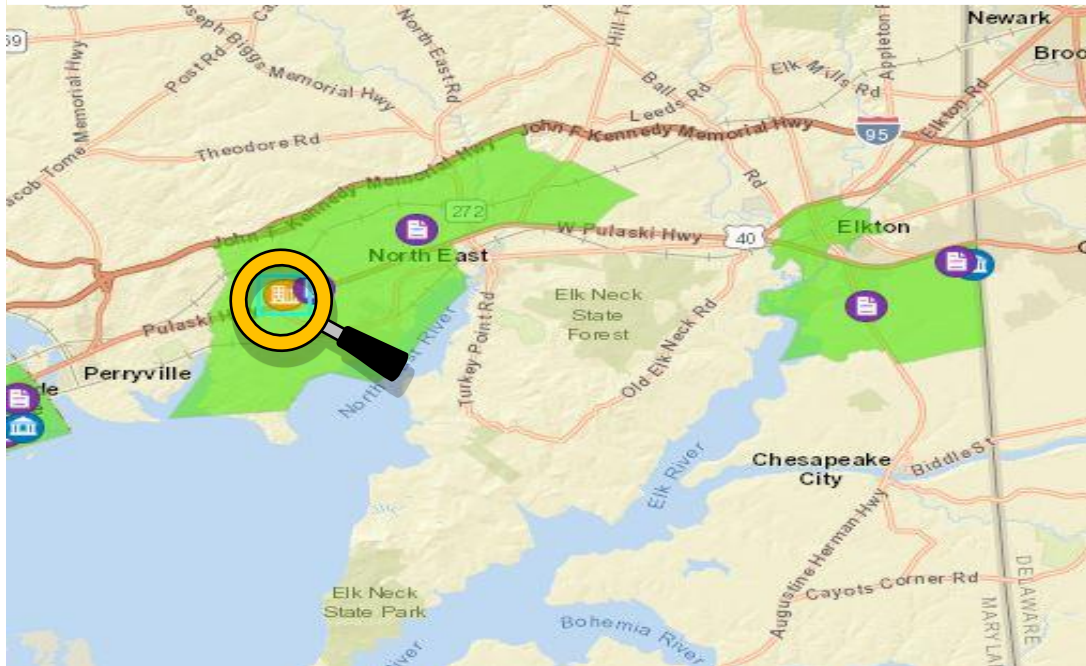
Co-founder / Chief Science Officer, Clene Nanomedicine, Inc.

## Clene Nanomedicine, Inc.

**LOCATION** North East, Maryland (Cecil County)

**DESCRIPTION** Clene Nanomedicine, Inc. (Clene), is a biopharma manufacturer of a nanocrystal drug suspension platform for treating neurology, infectious diseases, and oncology indications. Clene's lead asset is for treating demyelination like Multiple Sclerosis. Clene has completed a Phase 1 trial and has three separate Phase 2 trials for MS, ALS and Parkinson's respectively. Clene has raised over **\$100 million** and has plans to raise funds to support its ongoing clinical trials.

**CONTACT** Mark Mortenson, [mark@clene.com](mailto:mark@clene.com)



## **Clene Nanomedicine, Inc.**

HQ & Clinical Development  
3165 East Millrock Drive, Suite 325  
Salt Lake City, UT, 84121

R&D and Manufacturing  
500 Principio Parkway, Suite 400  
North East, MD, 21901

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[clene.com](http://clene.com)



**CLene**  
NANOMEDICINE



# CLENE Team

## BOARD CHAIR



Shalom Jacobovitz



## CSO, FOUNDER



Mark Mortenson



## CEO



Rob Etherington



## CBO



Michael Hotchkin



## CMO



Robert Glanzman, MD, FAAN



## CFO



Matt Gardner, CPA, JD



# CLENE Pipeline

CSN™ THERAPEUTIC	INDICATION	RESEARCH	PRECLINICAL	IND FILING	PHASE 1	PHASE 2	PHASE 3
CNM-Au8 (CSN™ gold)	Multiple Sclerosis	VISIONARY-MS STUDY Phase 2					
		RepairMS Phase 2					
	Parkinson's Disease	RepairPD Phase 2					
		RESCUEPD Phase 2 (To be funded 2020)					
	Amyotrophic Lateral Sclerosis	RepairALS Phase 2					
		RESCUEALS Phase 2 (Australia)					
Harvard (MGH) Expanded Access Program							
		Healey ALS Platform Trial Harvard MGH (Registration Trial)					
CNM-AgZn17 (CSN™ silver-zinc)	Wound Healing, Burn Treatment	[Progress bar]					
	Anti-Infective	[Progress bar]					
CNM-PtAu7 (CSN™ platinum-gold)	Oncology	[Progress bar]					

# CLENE NANOMEDICINE Overview



NOVEL ELECTRO-CRYSTAL-CHEMISTRY PLATFORM FOR  
**Clean Surface Nanocrystal Therapeutics (CSN™)**

**CSN™**  
PLATFORM

**92+**  
Granted  
Patents

EFFICACY ACROSS  
MULTIPLE MODELS

**CNS: Remyelination &  
Neuroprotection**

**7 Phase-2 Clinical Studies**  
(RRMS, PD, ALS)

**Anti-Viral/Wound Repair**  
IND Enabling Preclinical (HSV-1)

**Other Preliminary Assets**  
Hematological Malignancies



# CNM-Au8 | Therapeutic Nanocatalysis

Nanocrystalline Gold

A Unifying Mechanism Across A Range of CNS Diseases

Clean Surfaced Faceted Gold Nanocrystal



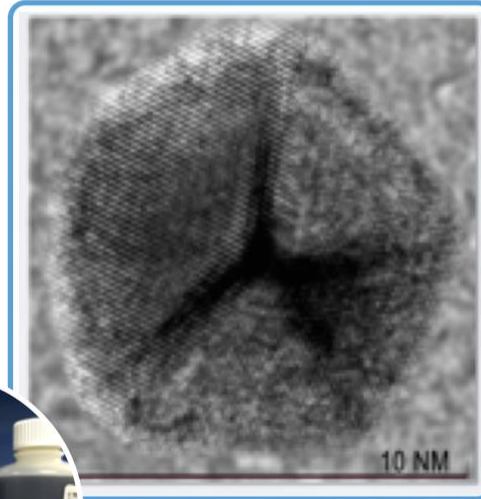
13 nm Median Diameter  
(Ribosome = 20-30 nm)

>1 Quadrillion Nanocrystals  
per 60 mL Dose (At 30 mg)

Oral Suspension;  
Once Daily

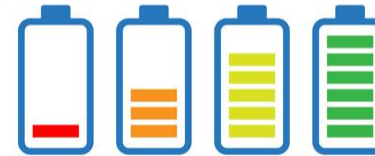


## CNM-Au8

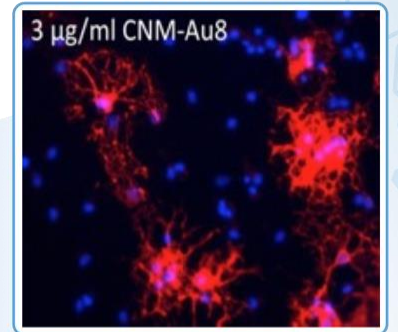


Transmission Electron Micrograph

Improved Cellular  
Bioenergetics



Remyelination

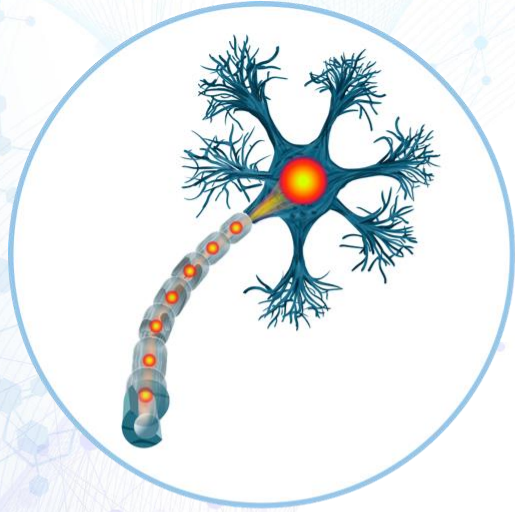


Neuroprotection





# CNM-Au8 Development Thesis



## CNM-Au8 Improves CNS Redox Potential To Treat Bioenergetic Failure Across a Range of CNS Disorders

REMYELINATION



Remyelination  
Failure In MS

NEUROPROTECTION



Parkinson's  
Disease



Amyotrophic  
Lateral Sclerosis

# Significant Global Opportunity



**MULTIPLE SCLEROSIS:**  
~2.5M pts globally; \$23B

One of the world's most common neurological disorders



**PARKINSONS DISEASE:**  
~7M Pts Globally; \$6B

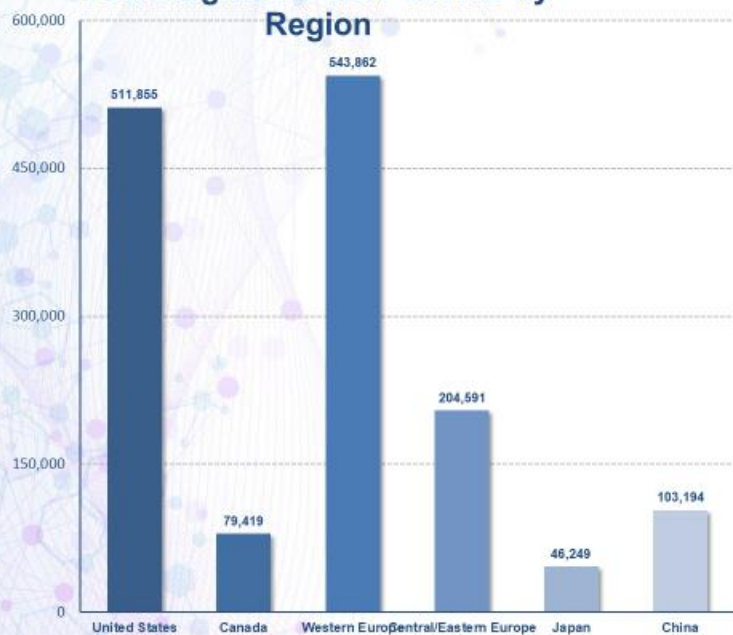
Market doubled over last 25 years



**Motor Neuron Disease Market: Orphan Disease**

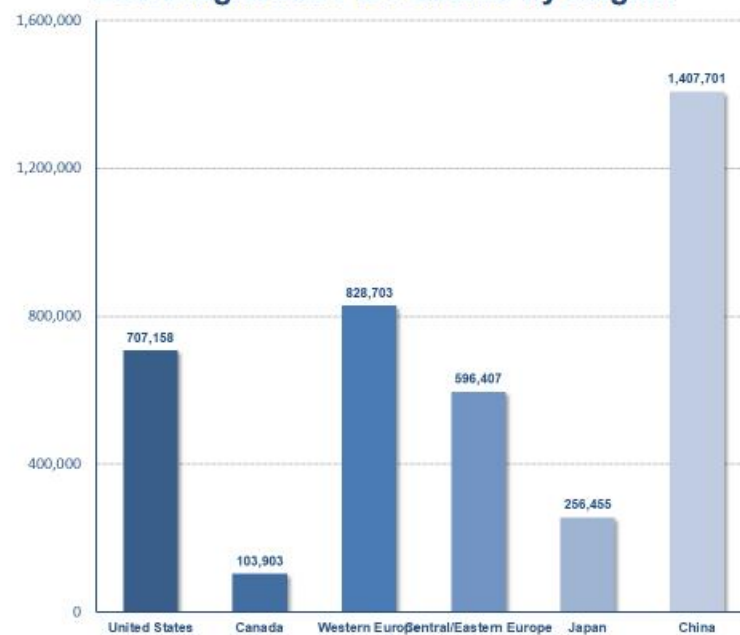
\$300M, but ineffective drugs; 450,000 patients globally

Est. Diagnosed MS Patients by Region



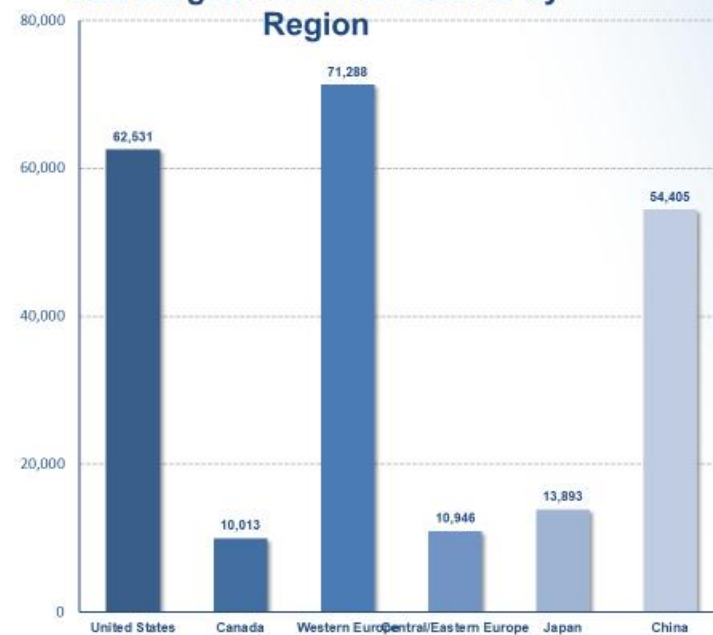
Source: Lancet Neurol. 2019 Mar;18(3):269-285

Est. Diagnosed PD Patients by Region



Source: Lancet Neurol. 2018 Nov;17(11):959-953

Est. Diagnosed MND Patients by Region



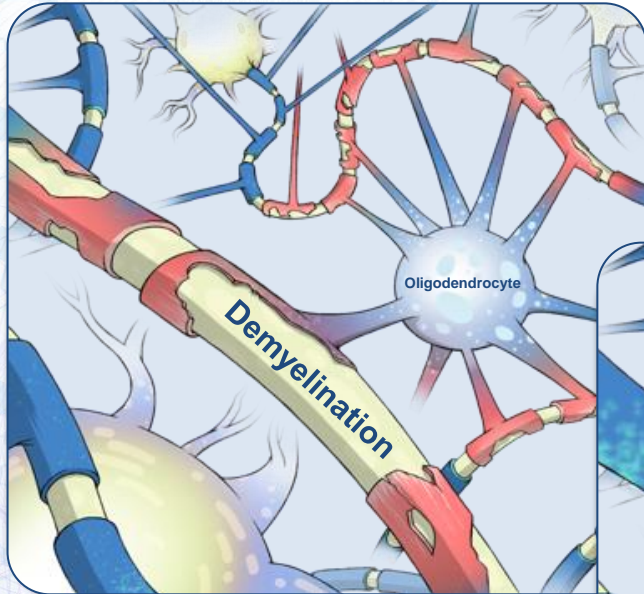
Source: Lancet Neurol. 2018 Dec;17(12):1083-1097  
MND includes amyotrophic lateral sclerosis, spinal muscular atrophy, hereditary spastic paraplegia, primary lateral sclerosis, progressive muscular atrophy, and pseudobulbar palsy



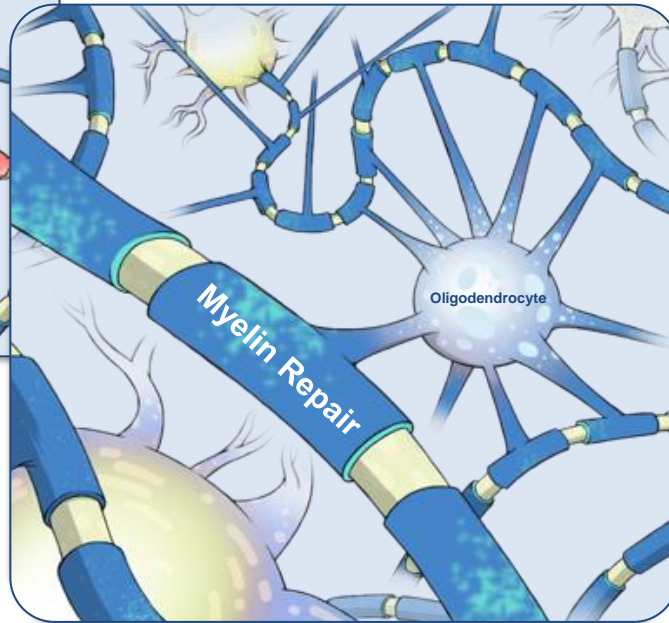
# No Current Therapies Affect MS Remyelination

## Treatment of Bioenergetic Failure In Oligodendrocytes

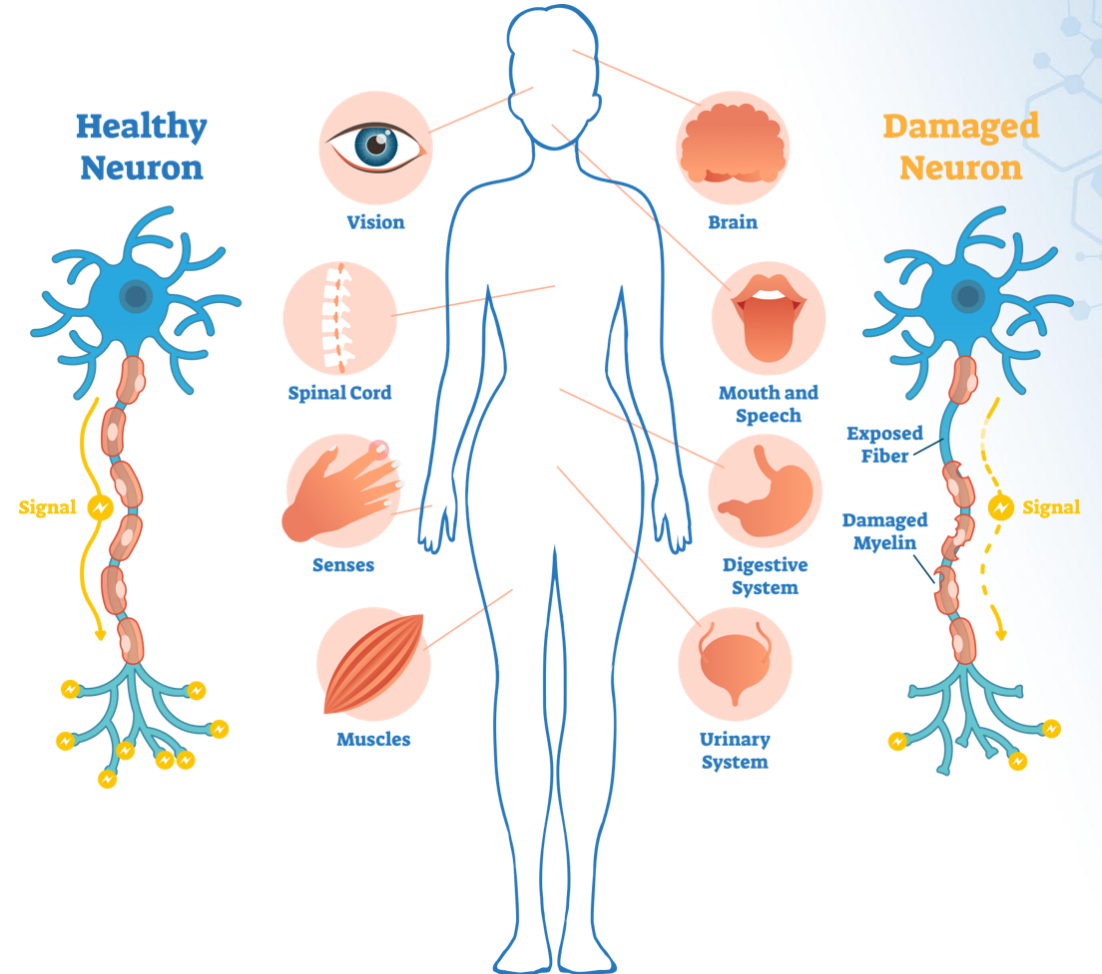
### Demyelination



Goal = Remyelination



### MS: Affected Areas





# Multiple Independent Phase 2 Programs

Successful Phase 1  
First-in Humans Safety Trial  
and Long-term  
Animal Toxicity Studies

Phase 2 Clinical  
Remyelination

 **VISIONARY-MS**  
STUDY

Launched: Q4 2018

Phase 2 Biomarker

 RepairMS  RepairPD  
 RepairALS

Launched: Q3 2019

Phase 2 Clinical  
Neuroprotection

 RESCUEALS  RESCUEPD  
 Healey ALS  
Platform

To Launch: Q4 2019

# Summary Timeline & Investment Review

**COMPANY OBJECTIVE:** Bring First-in-Class Remyelination Therapy for Multiple Sclerosis Patients, and Neuroprotective Disease-Modifying Therapy for PD & ALS



Founding  
Technology  
Development

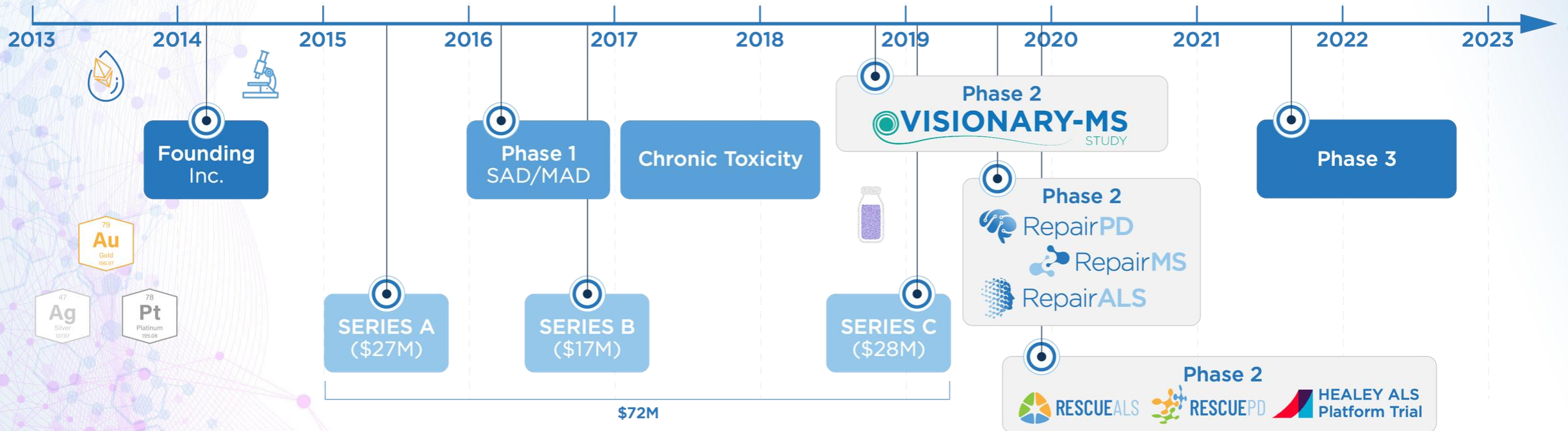
**SERIES A: \$27M**  
• HNW Investors

**SERIES B: \$17M**  
• Entire Round taken by  
United Therapeutics, Inc.

**SERIES C: \$28M**  
• Two South Korean Funds  
• Strategic Healthcare  
Investor

NEXT FINANCING

## INVESTMENT REVIEW





CLene  
NANOMEDICINE



M A R Y L A N D  
**OPPORTUNITY ZONES**



## State Incentives

# Andy Fish

Managing Director, MARYLAND DEPARTMENT OF COMMERCE

# **State of Maryland Opportunity Zone Enhancement Credits**

**Tax Credit Programs**

**Qualifying**

**Engaging**

# State of Maryland Opportunity Zone Enhancement Credits

## Job Creation

- Job Creation Tax Credit
- One Maryland Tax Credit
- More Jobs For Marylanders Income Tax Credit
- Enterprise Zone Income Tax Credit
- Enterprise Zone Focus Area Income Tax Credit

## Capital Formation/Industry Growth

- Biotechnology Investor Tax Credit
- Cybersecurity Investor Tax Credit



# State of Maryland Opportunity Zone Enhancement Credits

## **To qualify a business must:**

- Meet the qualifications of the underlying tax credit program
- Be a qualified Opportunity Zone Business
- Have received an investment from a Qualified Opportunity Fund
- Attach an Opportunity Zone Enhancement program application to its application for the specific tax credit

# State of Maryland Opportunity Zone Enhancement Credits

**Consult your Commerce business development  
representative:**

<http://commerce.maryland.gov/commerce>

**For Applications and Additional Information go  
to:**

<http://commerce.maryland.gov/fund>

M A R Y L A N D  
**OPPORTUNITY ZONES**



## State Incentives

# Tiffany Robinson

SECRETARY, MARYLAND DEPARTMENT OF LABOR



M A R Y L A N D  
**OPPORTUNITY ZONES**



## Closing Remarks

# Kenneth C. Holt

SECRETARY, MARYLAND DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT

## Mystic, Connecticut



## Cambridge, Maryland









# George Brett



# M A R Y L A N D OPPORTUNITY ZONES



# Thank You for Coming!

For more information go to:

<https://dhcd.maryland.gov/Pages/OZ/OpportunityZones.aspx>