



American Society for Quality ([www.asq.org](http://www.asq.org)) – Washington DC and Maryland Metro, Section 509 ([www.asq509.org](http://www.asq509.org))

Biomed/Biotech Special Interest Group (SIG) Meeting  
(<http://www.asq509.org/ht/d/sp/i/31557/pid/31557>)

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## “Entrepreneurship, Corporate Finance, and Related Best Practices”

To be presented by

**James Hawkins, MBA, PhD**  
([jim.hawkins@focusbankers.com](mailto:jim.hawkins@focusbankers.com))  
**Managing Director**  
**Focus Investment Banking**

**Thursday, November 30, 2017**

6:00 – 6:20 PM – Networking; Pizza/drink

6:20 – 8:45 PM – Program

8:45 – 8:55 PM – Door-prizes drawing; Networking

**Online Registration site:** <http://www.asq509.org/ht/d/DoSurvey/i/35817>  
**Open to Public** –

**\$5:** [non-ASQ members](#) to cover pizza/drink cost;

**Free:** ASQ members, veterans, senior citizens, past speakers, US PHS Commissioned Corp officers, teachers, students, interns, residents, postdocs, FDA Commissioner’s Fellows, MJ-DC members, NTUAADC members, CAPA members, NTMUADC members, CKUAADC members, NTHUAADC members, NJTUAADC members, CCACC volunteers/employees, FAPAC members, CBA members, AAGEN members, NCARSQA members, OCA-DC members, AAMB members, ACAP members, DC Leaders Club members, BioTrain volunteers, current job-seekers, Tai-Chi classes students in Metropolitan DC.

**Location:** [Kelly’s Deli Conference Center, 7529 Standish Place, Rockville \(Derwood, for GPS users\), MD 20855](#)

**Registration Deadline:** Please register by **Thursday noon, November 30, 2017.**

**Question:** Please contact Dr. C.J. George Chang, Chair of Biomed/Biotech SIG, ASQ509; [gchang2008@yahoo.com](mailto:gchang2008@yahoo.com) or 240-793-8425 (cell).

**Driving directions: By Cars:** From I-270 (N or S bound): Take Exit 9A and exit from the FIRST right exit; turn left (east) onto Shady Grove Dr.; turn right (south) onto Rockville Pike (**Route 355**); turn left (east) onto East Gude Dr.; turn left (north) immediately onto Crabb’s Branch Dr.; turn left (west) immediately onto Standish Place. The first building on your right side is 7519 Standish Place; open parking). [The venue is on the first floor of 7529 Building with its external entrance opposite to the left side of 7519 building main entrance.](#) **By Metro trains:** Off from Red Line **Shady Grove Station**, and take RideOn **Route 59 TOWARD ROCKVILLE** and get off from “**Calhoun Place**” stop. Standish Place is next to the Bus stop. Our venue is within 2 min of walking distance from the stop.

## Summary

Biotechnology serves as the medium through which all healthcare and life science technology is transferred from the institution of basic research to the institution of commercial pharmaceutical companies. Biotechnology is practiced through the formation and development of small biotech companies that are run as commercial entities.

Most biotechnology companies are founded by an entrepreneur who nucleates a collection of stakeholders to supply resources to a growing enterprise. Biotechnology companies have very particular funding needs that are a function of their need to raise large amounts of money to fund a long and risky period of value creation. The basic types of biotechnology companies formed and the dynamics of the growth of all biotechnology companies will be discussed with reflection on the future of the biotechnology industry.

## Speaker's Bio: James W. Hawkins, MBA, PhD



James (Jim) W. Hawkins, MBA, PhD, has been a **Managing Director** for the past ten years at Focus Investment Banking, a middle market investment bank in Washington DC specializing in mergers and acquisitions and corporate finance. Dr. Hawkins practices in the firm's Healthcare and Life Sciences Group.

During the 15 years prior to Dr. Hawkins career at the investment bank, Dr. Hawkins served as **President** and **CEO** of five early stage biotechnology companies and **Chairman** of a sixth and has had experience in all major areas of the biopharmaceutical industry.

Dr. Hawkins received his baccalaureate degree in biology from the University of Western Ontario, London, Ontario, Canada, his MBA degree from George Mason University, Fairfax, Virginia, and his doctorate in molecular biology from Baylor College of Medicine in Houston, Texas. He conducted post-doctoral studies at the National Institutes of Health in Bethesda, Maryland, and subsequently served as an **Assistant Professor** at the Hébert School of Medicine, Uniformed Services University of the Health Sciences, also in Bethesda, Maryland. Dr. Hawkins is currently an **Adjunct Professor** at Georgetown University.

This event is cosponsored by NTU Alumni Association DC Chapter ([www.ntuaadc.org](http://www.ntuaadc.org)) and Chinese American Professional Association DC Chapter ([www.capadc.org](http://www.capadc.org)).