

601 - BOSTON

UNITED STATES OF AMERICA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

DEVELOP CONTACTS IN BIOTECHNOLOGY INDUSTRY/ ACADEMIC COMMUNITY IN NEW ENGLAND AND CANADA. THIS WORK IS TO PREPARE FOR INVESTMENT OPPORTUNITIES SEMINAR IN BIOTECHNOLOGY SECTOR TO BE ORGANIZED BY BOSTON IN LATE 88 OR EARLY 89.

RECENTLY HIRED TECHNOLOGY OFFICER HAS ESTABLISHED SEVERAL CONTACTS AT MIT, RESEARCH LABS IN MASSACHUSETTS BIOTECH COUNCIL. THE LATTER ORGANIZATION HAS AGREED TO CO-SPONSOR MONTREAL URBAN COMMUNITY PRESENTATION ON BIO-TECHNOLOGY ACTIVITIES IN MONTREAL IN LATE SEPT. 88. THESE CONTACTS WILL BE IMPORTANT FOR OUR SEMINAR.

QUARTER : 2

Bio-technology seminar on bio-technology opportunities in Montreal Urban Community.

Seminar had two purposes: describe activities going on in bio-tech sector and also make presentation on programs/incentives available to New England companies interested in joint-ventures or investment opportunities in Montreal Urban Community area. Will need to follow-up with 27 companies which attended seminar.

QUARTER : 3

- 1. Continue program to identify companies in bio-technology sector which could expand operations in Canada.
- 2. Organize Consulate General sponsored Investment Seminar on Biotechnology Highlights.

- 1A. One local bio-tech company has received \$3 million package offer to set up research & production facilities in Montreal. 1B. One local bio-tech co is discussing joint R&D program on enzymes engineering with Biotech Research Institute in Montreal.
- 2. Canadian speakers have been selected for Feb. 23, 1989 seminar to be held in Cambridge.

QUARTER : 4

Organized biotechnology seminar on subject of "AIDS Research, Commercialization & Funding in Canada"

Six Canadian firms & labs presented their capabilities to seminar attended by 45 representatives of biotech companies, research centers & joint venture firms. This was first such event sponsored by a foreign gov't. held in this region. Followup continuing.