

PA House Policy Committee Testimony
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Chairman Benninghoff, Chairman Sturla, and members of the Republican and Democratic House Policy Committees: thank you again for asking me to share my experiences today. It's a pleasure to be here and it has been a pleasure to work with the Science Center team and the Commonwealth of Pennsylvania over the years as our company has grown.

In 2006, my business partner Nicholas Siciliano and I founded Invisible Sentinel. We located our Company at the Science Center in the University City of Philadelphia. Over the past 10 years our Company has grown from a biotechnology start-up to a thriving global molecular solutions Company, dedicated to providing first-in-class microbial detection tools. The company's core technology, Veriflow, is a patented, game-changing platform that integrates molecular diagnostics, antibody design, and immunoassays. As a first-in-class technology, Veriflow, is currently applied across multiple industries including food safety and beverage quality where rapid results and accuracy are demanded.

We chose to set up our Company operations in Philadelphia due to the high concentration of talented employees, the benefits afforded to a growing Company by having an incubator like the Science Center, and the availability to both conventional and angel sources of capital. Our technology has gone through proof of concept, validation, regulatory approval and adoption by key industry players including Merieux NutriSciences, Wawa, and McCormick. Much of our growth would not be possible without the support of our Board of Directors, the Science Center, the State and City, and Pennsylvania Bio.

We now employ over 40 employees, spanning Research and Development, Sales, and production. With respect to the latter, we manufacture and produce thousands of diagnostic tests here in the City of Philadelphia, and we would be happy to show you our production facilities located on the floor above us after this talk. Veriflow technology offers unparalleled performance combined with rapid detection of pathogens and spoilage organisms. The technology is AOAC International Certified for foodborne pathogen detection and has been widely adopted by more than 300 food manufacturers, global 3rd party testing labs and, more recently premium wineries and breweries in more than 25 countries. In the State of Pennsylvania our technology is utilized to protect the milk we drink, the meat we eat, and many of the snacks and ice cream our children love.

Additionally, with the hot weather this Summer, many in the room may enjoy a cold beer. Our Company has developed successful partnerships with Victory Brewing located in Downingtown, PA and Yards Brewing, located here in Philadelphia. Together with these brewers we developed and validated a paradigm changing tool for breweries that allows them to detect quality inhibiting microorganism throughout their brewing process. What traditionally took days for brewers now takes hours, and in 1 year our testing technology for brewers is now being utilized by more than 100 breweries world-wide, including international organizations like Heineken, Boston Brewing Company with operations also in Breinigsville, PA Molson Coors, and local breweries including Weyerbacher in Easton, PA, and Lion Brewing in Wilkes-Barre.

However, our partnerships in Pennsylvania do not stop at the breweries. We've worked closely with Drexel University. Participating in their Co-Op program, which has driven talent acquisition over the Company. Many of our employees were hired directly from this program similar to the Community College of Philadelphia and

Wistar Institute's Biomedical Technician Training Program. Both of these programs allow Pennsylvania Companies to gain experience with talented and engaged candidates before hiring them for a full-time role within the Company.

This area is often called the hotbed for Meds and Eds in the country. As that is the case we also have developed successful research partnerships with groups including the Rothman Institute which will help bring our technology one step closer to the clinical marketplace.

Much of our success and growth in Pennsylvania has been fueled by the programs initiated to encourage Companies like us to locate and stay in the Keystone State. Located in a Keystone Innovation Zone, we've been able to take advantage of lucrative tax credits which we've reinvested back into our research and development division. The Keystone Opportunity Zone as well helps to alleviate sales taxes that we charge our customers further providing incentive for them to purchase products from Invisible Sentinel. I cannot stress enough the importance of these programs for growing life sciences companies like ours. This support was a valuable tool to help get our company where it is today, and I urge the legislature to maintain these programs so other young companies in Pennsylvania can succeed like we have.

Finally, increasing the opportunities to partner with surrounding Pennsylvania Companies has proved invaluable to our Company. The incentives provided to life science Companies in the State will only serve to drive high-value jobs in our communities. I'd like to close by thanking the representatives here today and look forward to expanding Invisible Sentinel's presence within the Commonwealth of Pennsylvania.

