



Ben Franklin
Technology Partners
Southeastern Pennsylvania

Performance Profile 2018



BEN FRANKLIN APPROVED

\$8.1M

ACROSS SOUTHEASTERN PA

51
COMPANIES

INVESTMENTS BY SECTOR



21
DEALS

\$2.7M



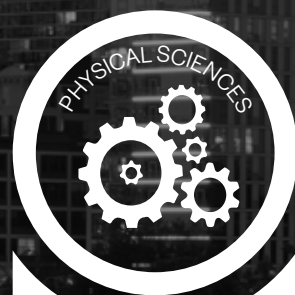
8
DEALS

\$2.1M



10
DEALS

\$1.4M



13
DEALS

\$1.9M

TOTAL PORTFOLIO

227 COMPANIES

JOBS CREATED/RETAINED

539 / 2,691

DOLLARS LEVERAGED BY PORTFOLIO

\$354 MILLION

SOCIAL IMPACT

122 COMPANIES / 55%

The Impact of the Bens

Ben Franklin remains a powerful job creation and high-tech economic development engine for Pennsylvania. An in-depth analysis from two nonpartisan research organizations, The Pennsylvania Economy League and KLIOS Consulting, found that Ben Franklin helped to create 11,407 high-paying jobs, generated \$386 million in tax receipts for the state, and boosted the commonwealth's overall economy by \$4.1 billion between 2012 and 2016.

**Every dollar invested by the state into Ben Franklin generates
\$3.90 in additional state taxes.**

According to the report, *"The Economic Impact of Ben Franklin Technology Partners,"* which represents the fifth in a series and covers the period from 2012 to 2016:

560
companies

Ben Franklin invested in 560 companies across the commonwealth.

11,407
new Pennsylvania jobs

These investments generated 4,182 jobs in client firms, plus an additional 7,225 spinoff positions for a total of 11,407 new Pennsylvania jobs.

\$4.1B
boost PA's economy

That helped to boost Pennsylvania's economy (Gross State Product) by \$4.1 billion.

52% ↑
annual salaries per year

Among the reasons for the large impact on the state's GSP is that these jobs are in industries that pay annual salaries of \$79,364 per year, or 52 percent higher than the average private non-farm salary in Pennsylvania.

\$386M
state revenue due to Ben Franklin

Pennsylvania received \$350 million in additional state tax receipts as a direct result of Ben Franklin investments in client firms. Another \$36 million in state tax receipts flowed from related Ben Franklin client services, for a total of \$386 million in state revenue due to Ben Franklin.

Ben Franklin Technology Partners serves all 67 counties throughout Pennsylvania through four regionally based centers. Each center is united by a single mission — **to invest in early-stage innovation-led firms and help to develop and support a more competitive and attractive Pennsylvania economy that creates highly paid, sustainable jobs.** The partners also work with the state's manufacturers to help them apply product and process innovations that enable them to be more internationally competitive.

Since its inception, Ben Franklin has invested in more than **4,500 technology-based companies** statewide and boosted the state economy by more than **\$25 billion**, helping to generate **148,000 jobs** through investments in client firms and spinoff companies in Pennsylvania.

"Our region has captured national attention for its growing community of entrepreneurs and innovators, who are offering new solutions to real problems; solutions that are the basis of new enterprises that attract and retain talent here at home"

— RoseAnn B. Rosenthal, President & CEO of Ben Franklin Technology Partners of Southeastern Pennsylvania



How Philly Start-up RoundTrip Helps Ease a Huge Health Problem: Getting a Ride to the Doctor

Featured in: Philly.com

In this cauldron of inefficiency and ineffectiveness, Mark Switaj saw “opportunity to really advance the industry to the 21st century.” Given this digitally addicted age, it should come as little surprise that his answer was an app. The former emergency medical technician has founded RoundTrip, a Philadelphia-based start-up, to “rewrite the playbook” on patient transportation. Its solution after “many months and multiple iterations” is a web-based application by which rides – by sedan, wheelchair van, or nonemergency ambulance – can be scheduled in advance or requested on-demand and tracked.

\$725k
Ben investment
since 2017

Philadelphia County
Founded in 2016



AlphaPoint Raises \$15 Million; Enabling Institutions to Tokenize Assets and Power Digital Asset Exchanges

Featured in: Authority

AlphaPoint, the global financial technology company that helps institutions launch trading platforms and tokenize assets with blockchain technology, today announced a Series A funding round of \$15 million.

\$375k
Ben investment
since 2014

Montgomery County
Founded In 2013



Bucks County Medical-Device Company Expanding its Knee Pain Therapy Portfolio

Featured in: Philadelphia Business Journal

GenVisc 850 requires five weekly injections, said Michael J. Daley, the founder and CEO of OrthoGenRx. Its new version, called TriVisc, is expected to be introduced in January and will require three. The company plans to seek Food and Drug Administration approval for a single-injection product next year. If successful, OrthoGenRx would become just the second company to have a portfolio of hyaluronic acid products covering one, three and five injection regimens.

\$550k
Ben investment
since 2013

Bucks County
Founded In 2012



InstaMed's Stellar Growth Fueled by Surging Patient Payments

Featured in: Philly.com

InstaMed, a Philadelphia tech company that handles payments for the health-care industry, is expecting to post \$58 million in revenues this year, a 27 percent increase over 2017. InstaMed recently expanded its headquarters at 18th Street and JFK Boulevard to include a third floor. The larger space includes a new 3,200-square-foot “Collaboration Center” that InstaMed will use “to engage the entrepreneurial community,” said CEO Bill Marvin. The company has had its suitors. InstaMed has turned them down. InstaMed employs 275 people, with 60 of them working in the company’s Newport Beach, Calif., office.

\$500k
Ben investment
since 2005

Philadelphia County
Founded In 2004



Spun out of Wistar, Isoma Diagnostics Aims to Improve Brain Cancer Treatment

Featured in: Philadelphia Business Journal

“Glioblastoma has been treated as one type of cancer for more than 20 years with very little clinical improvement,” said Davis, co-founder and CEO of Isoma Diagnostics, a startup biopharmaceutical company spun out of the Wistar Institute. “Isoma intends to help change how glioblastoma is treated by changing how the cancer is diagnosed.”

\$50k
Ben investment
since 2017

Montgomery County
Founded In 2017



America's Robot Future: Rajant Celebrates New HQ, Plans for Growth

Featured in: Philly.com

Late last month, Robert Schena and Paul Hellhake presided over a free lunch, cool hardware demos by area robotics makers, and some excited talks about our automated future at their firm’s new headquarters in Great Valley for what they billed as the Autonomous Summit. The founders of the 16-year-old, 100-employee company wanted to celebrate their success in the new wave of vehicle autonomy and call attention to what they say is a robotics boom in the state, as they boost sales to the U.S. military, mining, and other U.S. and foreign clients. Rajant plans to add 40 engineering, sales, and support staff in its new space over the next year.

\$900k
Ben investment
since 2013

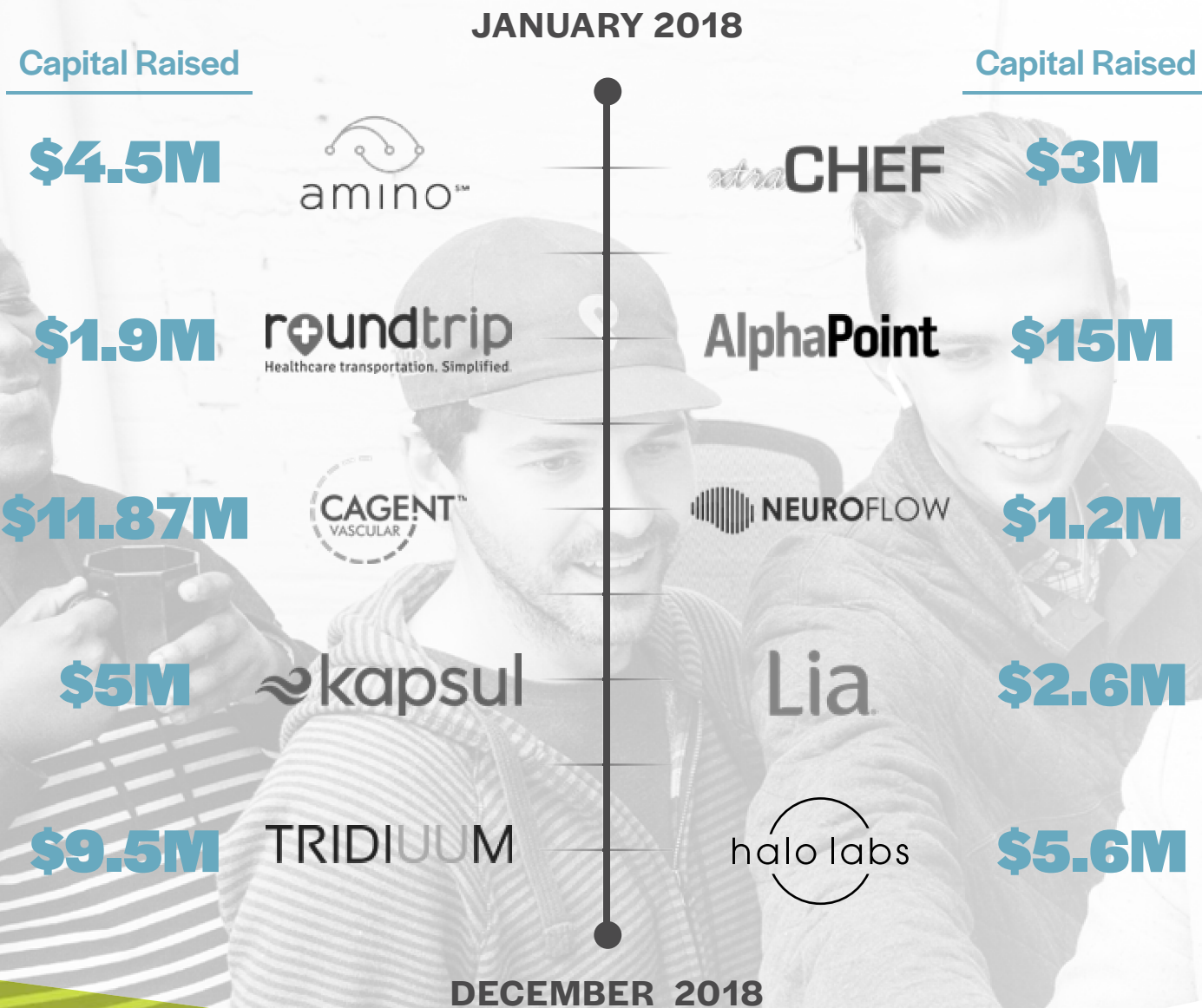
Chester County
Founded in 2013

Funding in the News

Featured on Digital Journal, Technically Philly, PBJ, TechCrunch, Philly.com, & Business Wire.

The Circle of BENefits

In your journey through the ecosystem of innovation and entrepreneurship, your path to success doesn't come with a map. Ben can help you get there faster.



ENTREPRENEURS

GOVERNMENT & CIVIC LEADERS

INVESTORS

CORPORATIONS

BUSINESS COMMUNITY

UNIVERSITIES

Ben Franklin connects its clients and partners to the programs, organizations, individuals, and knowledge that accelerate their progress. We call this our Circle of BENefits.

Created from more than 35 years of building and exploring the innovation and entrepreneurial ecosystem of the Philadelphia region, the Circle of BENefits represents how Ben Franklin can be your best partner in building your enterprise, developing your community, and pioneering the growth of new technologies.



2018 Investment Approvals by County*

Montgomery

7
2018 Approvals

46
Total Portfolio

- | | | | | |
|---|----|----|----|----|
| 1 | 5 | 16 | 27 | 38 |
| 2 | 6 | 17 | 28 | 39 |
| 3 | 7 | 18 | 29 | |
| 4 | 8 | 19 | 30 | |
| 5 | 9 | 20 | 31 | |
| 6 | 10 | 21 | 32 | |
| 7 | 11 | 22 | 33 | |
| 1 | 12 | 23 | 34 | |
| 2 | 13 | 24 | 35 | |
| 3 | 14 | 25 | 36 | |
| 4 | 15 | 26 | 37 | |

Chester

4
2018 Approvals

36
Total Portfolio

- | | | | | |
|---|----|----|----|----|
| 1 | 5 | 13 | 21 | 29 |
| 2 | 6 | 14 | 22 | 30 |
| 3 | 7 | 15 | 23 | 31 |
| 4 | 8 | 16 | 24 | 32 |
| 1 | 9 | 17 | 25 | |
| 2 | 10 | 18 | 26 | |
| 3 | 11 | 19 | 27 | |
| 4 | 12 | 20 | 28 | |

Delaware

1
2018 Approvals

15
Total Portfolio

- | | |
|---|----|
| 1 | 8 |
| 1 | 9 |
| 2 | 10 |
| 3 | 11 |
| 4 | 12 |
| 5 | 13 |
| 6 | 14 |

Bucks

2
2018 Approvals

23
Total Portfolio

- | | | |
|---|----|----|
| 1 | 8 | 17 |
| 2 | 9 | 18 |
| 1 | 10 | 19 |
| 2 | 11 | 20 |
| 3 | 12 | 21 |
| 4 | 13 | |
| 5 | 14 | |
| 6 | 15 | |
| 7 | 16 | |

Philadelphia

37
2018 Approvals

107
Total Portfolio

- | | | | | | |
|----|----|----|----|----|-----|
| 1 | 21 | 41 | 61 | 81 | 101 |
| 2 | 22 | 42 | 62 | 82 | 102 |
| 3 | 23 | 43 | 63 | 83 | 103 |
| 4 | 24 | 44 | 64 | 84 | 104 |
| 5 | 25 | 45 | 65 | 85 | |
| 6 | 26 | 46 | 66 | 86 | |
| 7 | 27 | 47 | 67 | 87 | |
| 8 | 28 | 48 | 68 | 88 | |
| 9 | 29 | 49 | 69 | 89 | |
| 10 | 30 | 50 | 70 | 90 | |
| 11 | 31 | 51 | 71 | 91 | |
| 12 | 32 | 52 | 72 | 92 | |
| 13 | 33 | 53 | 73 | 93 | |
| 14 | 34 | 54 | 74 | 94 | |
| 15 | 35 | 55 | 75 | 95 | |
| 16 | 36 | 56 | 76 | 96 | |
| 17 | 37 | 57 | 77 | 97 | |
| 18 | 1 | 58 | 78 | 98 | |
| 19 | 2 | 59 | 79 | 99 | |
| 20 | 3 | 60 | 80 | | |



Partners with a Purpose

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