

## First three tenants in line for Clinic's cardio center

By **SHANNON MORTLAND**

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The Global Cardiovascular Innovation Center that will inhabit the Cleveland Clinic campus has landed its first two tenants and is on the verge of signing a third.

When the \$60 million center that breaks ground this spring opens in late 2009, the 65,000-square-foot structure will house Interventional Imaging Inc., a medical device company that focuses on vascular imaging and interventions. The company, founded by two doctors with ties to Case Western Reserve University, is in the product development stage, said Vince Kazmer, president and CEO of Interventional Imaging.

The second company, a medical device business that focuses on catheters, will move to the center from Bend, Ore., said Thomas Sudow, director of company attraction at the Global Cardiovascular Innovation Center and vice president of attraction for Team NEO, an organization that aims to drive economic development in the region. The name of that company is expected to be released this week.

Contract negotiations should be completed with the third business, a medical device company in Richmond, Va., in the next few weeks, Mr. Sudow said.

Mr. Kazmer said Interventional Imaging considered locating in Baltimore to be near Johns Hopkins Hospital or in Minneapolis, which is becoming a hotbed for cardiac care. However, a grant from the innovation center and its ties to the Cleveland Clinic kept the company here, he said. The amount of that grant still is under negotiation.

It also helped that one of the company's founders, Dr. Jeffrey Duerk, is a professor of biomedical engineering and radiology at CWRU and is director of the radiology department at University Hospitals, Mr. Kazmer said. Dr. Jonathan Lewin, the other founder, was a professor and vice chairman for research and academic affairs in the radiology department at CWRU when the company was started, but since has become the radiology department chairman at Johns Hopkins.

Officials at the innovation center say they hope more companies will follow Interventional Imaging's lead. The center is working to entice companies to move to the area and to help existing startup companies in Ohio grow, Mr. Sudow said.

The innovation center in December 2006 received \$60 million from the state's Third Frontier fund to become the first Wright Mega Center of Innovation. As part of the terms of receiving the grant, the center has five years to construct the research center building, fill it with tenants and create jobs, said Mark Low, the center's managing director. The center's partners have wasted no time in taking on those tasks.

As a Wright center, the Global Cardiovascular Innovation Center can use part of its Third Frontier money to provide startup grants to companies, Mr. Sudow said. It has given about \$6 million to 27 companies that already are located in Ohio or have agreed to move here from out of state, he said.

Mr. Sudow said he's also had talks with companies in France, Hungary, Ireland and Israel to gauge their interest in locating in Ohio.

"We are talking to a lot of companies," he said.

## Share and share alike

However, not all of those companies would set up shop in Cleveland. While the Global Cardiovascular Innovation Center will be a building on the Clinic's campus, it's also the name of the statewide consortium that aims to turn Ohio into a destination for cardiovascular innovation, Mr. Low said.

Among the partners in the consortium are CWRU, the Clinic, University Hospitals, Ohio State University, the universities of Cincinnati and Toledo, Team NEO, bioscience advocacy group BioEnterprise Corp. and BioOhio Inc., which is a Columbus accelerator of bioscience, education and research.

The idea is for all those parties not to be greedy, but to work together to bring bioscience companies to Ohio or to help those that already are here to grow. The Cleveland partners might refer a company to the Columbus area and vice versa, Mr. Low said.

"We may identify a company or opportunity for a new company in the state and we will share that lead with our economic development partners," he said.

John Lewis Jr., vice president of BioOhio, said the focus of the Global Cardiovascular Innovation Center is on cardiovascular breakthroughs but, through the work of the consortium, companies that focus on other areas of innovation also could find a new home in Ohio. Inventions created for other diseases such as cancer could be tweaked for cardiology use, he said.

Mr. Sudow said the innovation center "is really the first target cluster of industry of a larger biomedical (effort we've made) on a statewide level."

"This is a time when all the organizations are coming together and are rowing the boat in the same direction," he said.

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