



Ressemann Develops New Sinus Treatment

After researching unmet needs in a variety of medical specialties, medical device innovator Tom Ressemann saw an opportunity in the 500,000 sinus surgeries performed in the United States each year. Having experienced sinus surgery himself, Ressemann knew recovery time is normally several days and discomfort can last much longer. He believed there could be a better way.

He partnered with fellow medical device innovator Peter Keith and St. Cloud Ear, Nose & Throat, Head & Neck surgeon Dr. Theodore Truitt to start Entellus Medical and bring a novel treatment for sinus infections to office clinics instead of operating rooms.

"It was important for us to make sure we offered physicians something that would improve the quality of care they could offer patients," said Ressemann, a St. Cloud resident and former Boston Scientific executive.

Ressemann will share his experience on developing and commercializing a new medical device at SICM After Hours on Jan. 29. The event is from 4:30-6:30 p.m. at CentraCare Health Plaza in St. Cloud.

Entellus Medical started in April 2006 in Maple Grove and by the end of 2008 more than 200 surgeries already had been performed using the company's FinESS Sinus Treatment. "It's a less invasive treatment that allows (patients) to go back to their normal activities the same day or the next day," Ressemann said.

Ressemann credits the early success to the founders' efforts to clearly understand all the stakeholders. They balanced an opportunity to reduce recovery time and healthcare costs for patients with the reimbursement policies of insurance companies and physicians' desire to maintain a quality practice.



Tom Ressemann, President, CEO & Co-Founder, Entellus Medical

"If the physicians are not reimbursed for it, even the best treatment won't be used," Ressemann said.

Entellus Medical continues to train physicians on the procedure and is focusing on securing reimbursement more broadly nationwide. The company plans to expand the technology to treat a wider variety of chronic sinusitis in the future.

CentraCare Health System will sponsor the After Hours event. CentraCare Health Plaza opened in November of 2001 to better serve Central Minnesota patients by combining high-quality physician and outpatient hospital services in a single, cost-effective facility. On Jan. 29, take a tour of the Health Plaza, including the outpatient surgery center and the state-of-the-art laboratory. Learn more at CMBioscience.com. Register by calling (320) 656-3801 or emailing s.ergen@scapartnership.com.

Building a Stronger Science Workforce

Several initiatives are underway at St. Cloud State University to foster the well-trained workforce needed to keep Central Minnesota at the forefront of bio-business.

- A \$14 million addition to the Wick Science Building, along with renovation of existing space, to provide more laboratories and classrooms, will be completed early this year. A grand opening ceremony is planned for Jan. 30.
 - The Minnesota Legislature provided \$15 million to complete planning and renovation of 75,000 square feet in Brown Hall for general science education as well as nursing, communication sciences and disorders and continuing studies programs.
 - Planning is underway to create a 102,000-square-foot integrated science and engineering laboratory facility, projected to cost \$42 million. Funds for construction, anticipated to start in 2011, will be requested in the 2010 legislative session.
 - St. Cloud State is helping to develop an outreach program that brings the sciences to students in grades K-12 in rural communities to foster excitement and raise awareness about future career opportunities.
- "Because young people begin to choose a career path as early as fourth grade, we want to make sure they're engaged in and excited about the sciences long before they come to college," said David DeGroote, dean of St. Cloud State's College of Science and Engineering.

SAVE the DATE...

January 29

Science Initiative After Hours
featuring Entellus Medical Founder,
Tom Ressemann
4:30-6:30 p.m.
CentraCare Health Plaza, St. Cloud.

April

**Site Selector and
Realtor Luncheon**
Northland Inn, Brooklyn Park.
An educational seminar for site
selectors and commercial and
industrial real estate professionals
will be offered in the morning.

Watch upcoming issues of the
Bioscience Link or visit our website
for more information and updates.



SCSU Helps Develop Bioscience Incubator

Work has started on a \$2.5 million biotechnology research and business development center in Central Minnesota. St. Cloud State University, MinnWest Technology Campus, University of Minnesota and the city of Willmar have partnered to provide the expertise to develop and equip this state-of-the-art center designed to support and grow early-stage bioscience companies.

The Mid-Central Biosciences Center is expected to open in fall 2009 on MinnWest Technology Campus in Willmar. "This is a landmark opportunity," MinnWest President Jim Sieben said. "I do not know of another example in our state where private industry has collaborated so closely with public higher education and the community in which it resides."

The incubator is expected to be the future home of innovative companies, entrepreneurs and academic researchers who are developing the next generation of bioscience discoveries and providing new economic opportunities throughout the state. The center will provide incentives for new and existing businesses to become involved in bio-business endeavors.

MinnWest will match a \$1.25 million grant from the Minnesota Department of Employment and Economic Development.

The development of the local facility is part of a national trend of communities partnering with universities to create bioscience incubators to attract promising high-tech start-up companies.

"I do not know of another example in our state where private industry has collaborated so closely with public higher education and the community in which it resides."

**Jim Sieben
Minnwest President**

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