

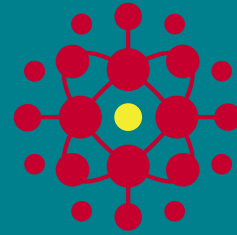
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Business Spotlight



baycom diagnostics

TC Tell us about company

BD Baycom Diagnostics sells a diabetic test for cats and dogs called A1CARE. It tests for glycosylated hemoglobin also known as A1C and is considered the "Gold Standard" in diabetic testing. The idea for the test started in 2005 and it took 10 years to develop. We are very fortunate there is an FDA registered contract manufacturing facility in Tallahassee in which Baycom is co-located. In 2016 Baycom was able to get national distribution for A1CARE. Our team consists of contracted project management, testing services at FSU and part time employees.

TC Why Tallahassee? Why have you stayed in the community?

BD The Tallahassee business community support for starting a company has made the dream possible. I would not have been able to do it without the support of my friends at Marble Medical and FSU. Starting a biotech company definitely has some major hurdles but it is possible and I would even say easier in Tallahassee than in Silicon Valley. 17 years ago, I lived in San Francisco and raised venture capital money for a polymer chemistry startup. The differences between here and there are different but similar. The most important aspect is you just have to know who to ask and where to look for the resources. We have made a concerted effort to keep as much of our business needs in Tallahassee as possible from marketing help to mass spectrometry at FSU.

TC How is your company positioned for growth? What does the future look like for your business?

BD 2017 was a great year for Baycom. For starters, we were able to get national distribution for A1CARE. We expect 2018 to have significant growth in product sales and have several other diagnostic products being developed for veterinary use.

TC What would you tell people about your company that they might not already know?

BD 50% of all cats and dogs are obese. All of these animals need A1C testing to screen for prediabetes. That equates to millions of prediabetes tests per year. It is a significant problem and A1C testing can have a major impact on helping these animals lead a better life.

TC What would you tell a business about Tallahassee who might be looking to expand, relocate or start their company here?

BD Tallahassee has everything you need to start, grow and succeed in business. If you need a scientist FSU and FAMU are here to help, if you need manufacturing help it is here, and if you need a lawyer we have a bunch of them, too.

Gus Ray, President/CEO, Baycom Diagnostics