

it's all about the e's

ANOTHER IN A SERIES OF PROFILES OF LEXINGTON'S OUTSTANDING ENTREPRENEURS

Do you suffer from chronic pain? If so, AllTranz, a local specialty pharmaceutical Company closely affiliated with the University of Kentucky (UK), may be able to provide you (and the 40 million other Americans who live with pain on a daily basis) long-sought relief some time in the relatively near future.



AllTranz was founded by Audra L. Stinchcomb, Ph.D., Associate Professor of Pharmaceutical Sciences at UK. Currently, Dr. Stinchcomb 'wears two hats': she's the Chief Scientific Officer of this small, but very successful company as well as being on the faculty at UK. Her academic credentials are impressive: a degree in Pharmacy from the University of Colorado; Ph.D. in Pharmaceutics (the chemistry and biological aspects of drug delivery) from the University of Michigan; and post-graduate work at the University of California, San Francisco. Dr. Stinchcomb noted that she joined the faculty at UK in April 2001 because she "wanted to work closely with graduate students and be able to guide them in research. When the opportunity presented itself to join the faculty here at Kentucky, I didn't hesitate to take it."

Dr. Stinchcomb explained what AllTranz actually does. "Over 40 million people in the US suffer from chronic pain annually. Eleven million of these individuals report that this pain is a significant disability. Osteoarthritis affects 12 percent of the United States' population; autoimmune diseases in general affect more than 20 million Americans; and rheumatoid arthritis affects close to 1% of our entire population. There are many other sources of chronic pain for which relief is constantly being sought by sufferers. Currently there is only one topical arthritis

pain-management prescription drug available in the US. Addressing this vital need, AllTranz will seek FDA approval for our innovative lead product, which is essentially a medicated gel that delivers the pain-relief drug quickly and effectively into the patient's bloodstream and painful joints. The primary product is cannabinoid, which is a unique, effective drug not currently available as a topical product. It brings more profound relief for a sustained period of time with only twice-a-day application. Our transdermal gel can provide more local drug effect at the site of joint application and also have fewer drug side effects, and the cannabinoid in the primary product does not produce a psychoactive 'high'."

The product is undergoing animal testing now; clinical trials on human pain sufferers will begin at a prominent specialty pain-research clinic in Utah next year. After FDA approval, the target date for the commercial rollout of the product is scheduled for 2015. Dr. Stinchcomb noted that the global pain market continues to be defined by double-digit annual growth and that the volume of sales of products that will effectively deliver pain-relief medications may exceed \$80 billion worldwide by the end of 2010. Adding that a rollout of the product for prescription usage may be possible within 6 years, she noted that such a milestone will be "a huge opportunity for AllTranz, for the University of Kentucky, and for the millions of individuals who suffer from the chronic pain that this product will be able to alleviate." AllTranz research is being supported by both state and national grants, as well as by funding from the National Institutes of Health (NIH), the American Cancer Society, the FDA, and the Kentucky Science and Technology Corporation. Funding to date totals just under \$2 million; additional financing will be sought for lead product development through Phase One clinical trials and beyond.



Although immersed in both the academic and research worlds, Dr. Stinchcomb still finds time to travel internationally, to prepare her favorite southwestern-style recipes for friends and family, and to enjoy sports of all kinds.



Gina Greathouse of Commerce Lexington and Dean Harvey of UK's Innovation and Commercialization Center collaborate as members of the Bluegrass Business Development Partnership to promote and support new and existing businesses in Central Kentucky. Contact them at (859)225-5005.

> If you know of other entrepreneurial, e-type ventures in the Lexington area that deserve to be featured in this series, please email Gina Greathouse at ggreathouse@commerceland.com.